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Volume 185, No. 3483 Published by Her Majesty's Stationery Office 20 December 1963

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Board of Trade Journal

VOLUME 185, NO. 3483, PAGES 1349-1396

20 DECEMBER 1963

PRICE 1*s.* 3*d.* NET, SUBSCRIPTION INCLUDING INLAND POSTAGE, £3 18*s.* 0*d.*

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Front cover photograph

Deliveries of fuel oil to the Central Electricity Generating Board's Marchwood Power Station near Fawley are made by 1,100-ton coastal tankers such as the *Esso Hythe*. Out of the 56 million tons of coal equivalent used as fuel in the generation of electricity in the first nine months of 1963, oil supplied 6 million tons of coal equivalent.

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The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1*s.* 3*d.* (Annual Subscription £3 18*s.* 0*d.* including inland or surface but not air postage) and is obtainable directly from the following addresses: 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and Sales Inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 2192. Address for telegrams and cables "Bonehlack, London.")

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D 84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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Reprints of Articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0*s.* 0*d.* per page (or part) for 250 copies. (Larger quantities 5*s.* 0*d.* per page for each additional 125 copies.)

Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

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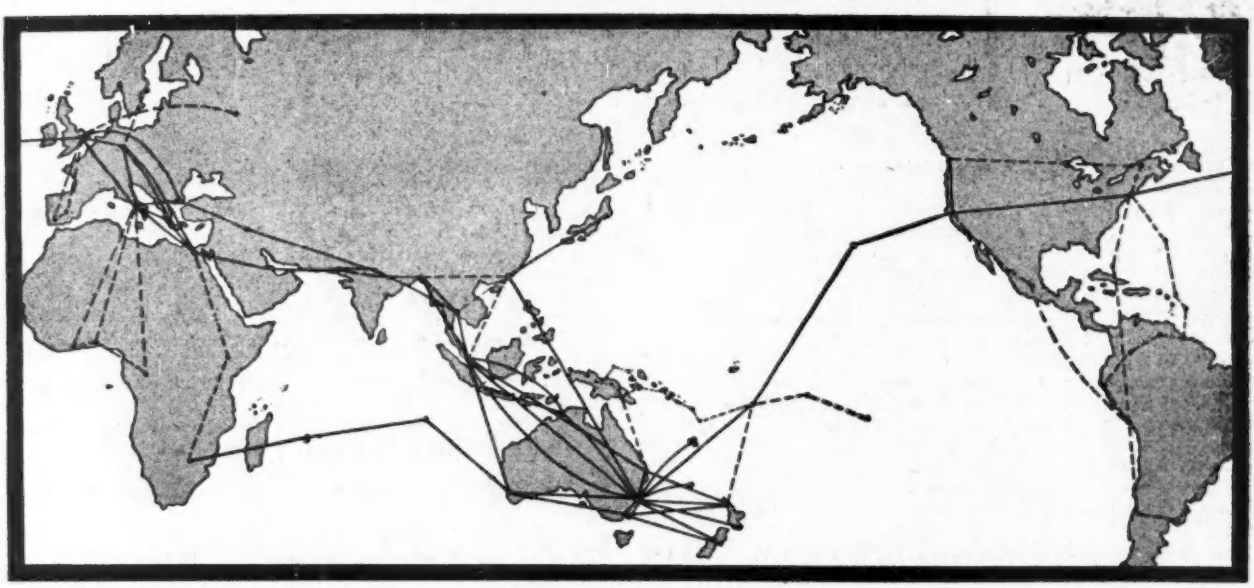

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THE FRENCH MARKET (4)

Prospects for British business in South-west France

BY H.M. CONSUL AT BORDEAUX

In view of the size and variety of the French market, 1962 saw the appointment of Market Officers to the British Consulate-Generals at Lyons, Marseilles and Strasbourg, and to the British Consulates at Bordeaux and Lille. These posts are now equipped to deal with trade inquiries, and this article, the fourth of a series, will, it is hoped, enable United Kingdom firms to gauge the opportunities that may exist for their products and to decide whether it would be useful for them to make a more detailed survey on the spot themselves. If such firms decide to do this (as is recommended by the Commercial Department of the British Embassy in Paris), they can be sure of getting help from the Consular Officers and their Market Officers. (The three previous articles were published October 4, October 18 and November 8).

THE BRITISH CONSULATE in Bordeaux has as its district the twenty *départements* of the South-west: it covers some 50,000 square miles – roughly a quarter of France (or, to put it in another way, about the same area as England). It runs from just south of the River Loire to the Spanish frontier, and from the Biscay Coast to the western slopes of the Massif Central. There is no natural focal point, and no natural cohesion about the area. It is made up of a number of distinct regions, each with its own character and its own problems. Aquitaine is as different from Gascony as Yorkshire from Lancashire: the people who live in the Poitou marshes have little in common with their compatriots from the valleys of the Pyrénées: the Basques from the South-west corner of the Consular district and the Bretons from the North-west corner retain their own cultures and languages.

Economic planning

These differences have to some extent been recognized in the division of the area into four Economic Regions for planning purposes. The regions are centred on Bordeaux, Toulouse, Limoges and Poitiers, and although the boundaries are perhaps not entirely satisfactory in all respects, they provide a convenient basis for a review of prospects for British exports. (Two of the *départements* in the Consular district, Vendée and Indre, are attached to Economic Regions whose centres lie within the district of H.M. Consul-General in Paris. Neither offers outstanding opportunities to the British exporter and I propose to include them in this general review).

Population

The South-west is, in comparison with the rest of France, a relatively sparsely-populated area. With six and a half million inhabitants, the Bordeaux district has a population density only half that of the national figure. There are few large towns. Toulouse has about 300,000 inhabitants and Bordeaux with its suburbs probably about the same (there is some controversy about the population of Greater Bordeaux: some estimates put it as high as half a million. It really depends how far out the line is drawn). Limoges has a population of about 120,000, and Poitiers and La Rochelle each about 70,000. Four other towns number 40,000 inhabitants, but in all only about a fifth of the population of the Consular district lives in large towns.

In recent years there has been a striking increase in the French population, but here again the South-west differs from the rest of the country. Between 1954 and 1962, four *départements* showed an actual loss of population (Ariège 3·5 per cent, Gers 3 per cent, Dordogne 2 per cent and Corrèze 1·7 per cent. Of the other sixteen *départements*, most show an increase substantially lower than the national percentage People have in fact been moving away from the South-west to the North and East.

Industrial development

The main reason for this shift of population is economic. The South-west is poor in raw materials: it was hardly affected by the nineteenth century industrial revolution which transformed the North, and although France has made astonishing industrial progress in recent years, little of this development has taken place within the Bordeaux Consular district. The increased prosperity of the country as a whole has therefore benefited the South-west to a lesser extent than some other parts of France. The latest official statistics show that of the twenty *départements* now under review, eighteen have a standard of living lower than the national average. The two which are above the line are those which contain the cities of Bordeaux and Toulouse, and it is fair to say that in general the standard of living in the large towns is not noticeably lower than elsewhere in France: it is in the country districts that the rate of change has been slower. It must also be emphasized that these figures are relative: a lower-than-average standard of living does not necessarily imply poverty. The '*richesse-vive*' statistics are not even always an accurate assessment of available purchasing power, but they are an indication, and the figures for ownership of such status-symbols as television sets support the theory that in the recent past the South-west has had a less impressive *per capita* purchasing power than some other regions.

Much of the present economic planning is aimed at redressing the balance, with industrial development as its first target. The difficulties which must be overcome are considerable. It has been said that ever since the English rulers of Aquitaine were driven out, five centuries ago, successive Governments in Paris (that of Napoleon III

A group of French rolling mill engineers examining the protective wrapping and packing arrangements of forged steel rolls for export during their recent visit to the works of Firth Brown Ltd., Sheffield. Over 50 per cent of the firm's production of steel rolls is exported to more than 40 overseas countries.

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excepted) have neglected the South-west. This may in part be true: there is certainly a need for massive investment to-day, particularly in roads and bridges. A solution of the communications problem would provide only a partial answer, however, for one of the great difficulties is the distance which lies between the factories of the South-west and their potential customers in the more densely-populated areas to the North and East. The Bordeaux manufacturer (whose local markets have expanded only very slowly) is under the severe handicap of heavy freight rates. His competitor nearer Paris has a considerable advantage, and the results can be seen in the comparative rate of industrial development along the Seine and the Gironde. The development of the Common Market has done nothing to ease this situation. Had the system expanded (and in particular had Spain and Portugal joined the EEC) the South-west would have benefited greatly. But the other countries of the Six are in the wrong geographical position for any but the specialized products (the wines of Bordeaux, the porcelain of Limoges) of the South-west. Even the formerly profitable trade with the African colonies and South America has tended to decline.

The picture is not all black, however. In recent years natural gas deposits have been discovered at Lacq in the Pyrenean foothills, an oil in the *département* of the Landes. These discoveries have led to the development of a thriving petro-chemical industry. Aircraft construction (Sud Aviation at Toulouse and associated companies at Bordeaux and Biarritz) has brought steady employment, and paper and plywood mills have helped to arrest the depopulation of the forest areas. Promising though these developments are, however, much more is needed if a proper balance between industry and agriculture is to be achieved. Energetic efforts are now being made to attract new industry to the region, and to develop existing installations. The campaign also includes the improvement of housing and educational facilities and an ambitious programme of public works.

Agriculture

Important though industrial development is, however, the South-west is, and is likely to remain, basically agricultural and pastoral, and it is perhaps in this sphere that the greatest possibilities of development exist. Here again the difficulties are many. Much of the land is poor. The windy uplands of the Massif Central, the valleys of the High Pyrenees, the sandy soil of the Landes, the salt marshes of La Rochelle are problem areas. Even in the Médoc, which produces the wines which are the pride and glory of Bordeaux, the stony soil will support little but the wine. In the richlands along the rivers, cultivation is usually highly specialized, and in some areas agricultural holdings are often uneconomically small. Progress in agricultural reform is slow: in the Northern part of the Consular district, where contours are softer, modern methods are being introduced with great success, but the ox is still commoner than the tractor in large areas in the Southern part Here again, however, energetic efforts are being made: education of a new generation in modern methods, the introduction of new and improved varieties of plants, subsidies for replanting and the concentration of agricultural holdings into economic units are some of the methods being employed.

All the indications are that these attempts to bring new life into the South-west are having an effect and that a period of expansion has begun. If it is both later and less dramatic than the progress elsewhere in France, it is still of considerable interest to us as a trading nation.

Trading prospects

Earlier in this article, mention was made of the four Economic Regions, centred on Bordeaux, Toulouse, Poitiers and Limoges. In a review of possibilities for the British exporter, they cannot all be treated in exactly the same way, largely for historical reasons.

Bordeaux is the centre of the Economic Region of Aquitaine, a name familiar to every English schoolboy. When Henry II of England married Eleanor, Duchess of Aquitaine, she brought to him as her dowry much of South-western France. The Black Prince is as much a part of the history of this region as of England. Richard II was born at Lormont, now a suburb of Bordeaux, and the wine port of Libourne on the Dordogne was founded by Roger of Leybourne. The first Charter of the City of Bordeaux was granted by Henry II, and it was during the period of English rule that the city rose to prosperity because of its exports of wine to England. Interrupted only during wars, this trade has continued to flourish: for eight centuries, Britain has been Bordeaux's best customer. It is hardly surprising, therefore, that Bordeaux provides a ready market for British exports.

Unfortunately, however, we are still concentrating in the Bordeaux area on the type of goods we exported in pre-war days. These continue to sell steadily, but the image is wrong, and our clientele is more limited than it need be. Competition from other sources (French as well as foreign) is daily becoming fiercer, and we are not making the progress

in a developing market, that we should be making. In the other parts of the Consular district where the historical and commercial links are much weaker than in Bordeaux the situation is that British products are hardly known (tweeds, whisky, cars and tractors excepted). But there is no resistance to British goods as such.

Both in Bordeaux and in the other centres, we need to make a more positive effort than in the past, and it is encouraging to be able to report that it is gradually becoming easier to find agents who will actively sell the products of their principals. On this point, I must repeat what has been said before. France is a very large country, and it is unusual to be able to find one agent who can provide adequate country-wide service. It is normally more satisfactory to appoint agents on a regional basis, and sometimes with a severely restricted area. There are exceptions to every rule, but experience tends to show that a Paris-based agent often fails to provide satisfactory coverage of the more remote provincial areas. This is no reflection on the quality of Parisian businessmen. There is, in the provincial cities, a sense of civic pride which resents the 'domination' of Paris. There is also, among the older generation of provincial merchants, a strong tradition of dealing direct with manufacturers, and a reluctance to share profits with middlemen.

The agent, when appointed, will rarely be able to finance large stocks himself. Generous credit terms will often be necessary. But credit is not the only form of support required. We have not in the past always been conspicuously good on delivery dates, our after-sales service is frequently less than satisfactory, and we do not invariably watch for signs of changing tastes. The answer to many practical problems is personal contact. Bordeaux is only two hours by air from London and yet (if I may make a personal comment) I have had to deal with many more British business visitors in remote posts in Africa than, over comparable periods, in Bordeaux. Our competitors direct a never-ending stream of representatives in this direction and if we wish to compete on equal terms, we must do the same. Needless to say, the representatives chosen must be French-speaking, armed with publicity material in the language of the country, with measurements in the metric system and prices in francs c.i.f. a French port. Correspondence, too, should always be in French unless you are certain that the recipient will accept it in English.

If this seems to be labouring a point which has been made many times, I can only say that a number of interesting possibilities have failed to develop in recent months because these conditions were not met, and that we frequently have to listen to criticism of British business methods on this score.

It is difficult in an article of this nature to be positive about what goods will sell: it is perhaps easier to indicate where difficulties exist. Pharmaceutical products, for example, must satisfy strict Government requirements. Paints have to face competition from a well-organized local industry. We have recently failed to find outlets for British clogs and ballet tights. But in general, most British consumer goods stand a sufficiently good chance of finding buyers to justify an examination of the possibilities.

Good modern design is not as strong a selling point as in some other markets, but there are clear indications that, although the older generations remain conservative, the taste of the younger generation is veering towards contemporary styling. This is all part of a changing social pattern. More people are living in small flats, there is a scarcity of domestic servants, more married women are working. Aids to easier living are therefore popular. There have been great changes, too, in the way people spend their leisure time. Sales of television and radio receivers, record players and tape recorders are on the increase. High fidelity reproduction has not yet become a craze in South-western France, and 'Do-it-yourself' is only in its early stages, but more and more people are taking up outdoor sports such as sailing and skiing, and camping has become almost a mania.

It has been suggested that the French provincial fairs provide opportunities of entering the market under favourable conditions. In my view this is not at present true of the South-west. The fairs themselves have retained much of their mediaeval character: specialization is beginning to appear, and when it has progressed a little further, the situation will be worthy of review. But for the moment it is doubtful whether the individual British exporter would find it worthwhile to participate in the regional fairs.

As I said earlier, it is impossible in an article of this nature to list all the opportunities for trade. Many openings exist at present, and the future looks promising. But the markets of the South-west are receiving a great deal of attention from the salesmen of other countries and if we are to obtain and keep our share of the trade we must be prepared to adopt aggressive tactics.

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The need for the 'forward look' in industry

—Mr. Heath

AS PART of his tour of the regions Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, visited Yorkshire on December 13 and 14, where he stressed the need in British industry for 'the questioning mind and the forward look' as the best way to ensure the nation's economic prosperity. Mr. Heath told 300 guests at a dinner of the Bradford Textile Society on December 13 that firms which do not constantly look to the future are likely to discover suddenly that they haven't one.

The dinner came midway in a programme that started with discussions with Mr. E. Atherton, Regional Controller, and staff at the North Eastern Regional Office of the Board of Trade in Leeds. Then followed further discussions with Regional Heads of Government Departments specially concerned with regional development. Later in the morning Mr. Heath met Mr. B. Hazell, chairman of the East and West Ridings Regional Board for Industry, and the two vice-chairmen, Councillor A. King and Mr. E. T. Sara. Alderman E. J. Loy Wooler, Lord Mayor of Leeds, welcomed the Secretary of State to the city before an hour's meeting at the Civic Hall with the chairmen of planning committees, town clerks, and planning officers of Leeds, Bradford, Halifax, Huddersfield, Wakefield and Dewsbury.

At a press conference after the meeting Mr. Heath said he had been impressed by the desire of the six local authorities to press ahead with the task of urban renewal, slum clearance, and the rebuilding of town centres. It had also been put to him that they would like to see further development of new industries in areas whose economy, while comparatively prosperous, was based on older industries. Mr. Heath said that first priority must go to development areas with higher unemployment, but the problems of Yorkshire and other regions would be studied.

Mr. Heath's next meeting was with representatives of the West Riding County Council, with whom he spent over an hour in discussions. He then left Leeds for the dinner at Bradford and talks with leaders of the wool textile industry in the city.

The following day the Secretary of State travelled to Kingston upon Hull, where a £4,750,000 docks improvement scheme was opened last month. Alderman J. G. E. Teskey-King, the Lord Mayor, received Mr. Heath, who spent the morning meeting representatives of Hull Corporation, local Members of Parliament, representatives of Hull Chamber of Commerce and Shipping, local industrialists and other officials. He said later that two main points discussed were the need to improve the city's communications to the west, and how to deal with the existing degree of unemployment, which was about average, but not as high as in the development districts. After luncheon as guest of the city, the Secretary of State left for a visit to Beverley Minster before returning to London.

British industry lagging on automation

THE FOLLOWING message from Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, was given to the Institute of Directors' Conference on Automation in London on December 12:

'I am very sorry that my official duties prevent me from being with you today. The subject which you are going to discuss is one in which I am intensely interested, both personally and as Her Majesty's Minister responsible for industrial development. I congratulate the Institute on arranging this conference and I wish it well.

'I believe that, in spite of the progress that has been made, the development of automation in British industry is not going forward as rapidly as it should, particularly in comparison with other countries such as the United States.

'We should all like to know why. What are the facts? – and the facts include the attitudes and beliefs of management about automation. Do you as leaders of industry know as much as you would like about how automation can be applied to your business? Do you find that there are available systems which could be useful to you? Do you believe, and on what evidence, that it would pay?

'Would you be ready to invest some money in finding out? – and then in the necessary studies to adapt a system to your particular needs? Is the prime cost of the system a deterrent? or the reorganization it would entail? Are you worried about maintenance? – or displacement of labour? For those of you who have installed automation systems, what were the results – and the difficulties?

'I suggest that answers to these questions may be a most valuable by-product of your day's discussions. I am sure that most of you will be interested in them – I certainly should be, and I look forward to reading in due course the report of your discussions.'

Mr. Edward Heath signs the visitors' book in the parlour of the Civic Hall, Leeds, watched by the Lord Mayor of Leeds, Alderman E. J. Loy Wooler.

Mr. Edward Heath visits Wales

CONTINUING HIS series of regional visits, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, was due to visit South Wales on December 19 and 20, where he is to be the guest at the dinner of the Industrial Association of Wales and Monmouthshire at Newport on December 19 and on the following morning to meet the staff of the Board of Trade Office for Wales, before leaving for the Rhondda. On return to Cardiff he was due to meet Mr. John William Morgan Siberry, the Welsh Secretary, and heads of Government departments in Wales, to be followed by a meeting with the Council for Wales and Monmouthshire. Mr. Heath was to be received by the Lord Mayor of Cardiff before lunching with the Development Corporation for Wales, following which he was expected to meet Trades Union representatives at the Ministry of Housing and Local Government offices, and then see the Development District Local Authority chairman and clerks.

New industry for West Wales

THE BOARD OF TRADE announce that John White Footwear Holdings Ltd., have agreed to occupy the factory at Ammanford, formerly used by Teddington Aircraft Controls Ltd. The factory will be equipped for the closing of uppers, and it is anticipated that employment will be available for some 250 workers, principally female, within a period of 12 months. Recruitment is expected to start during the first week of 1964.

Founded in 1919, the present John White Group, which pro-

duces a total of approximately 150,000 pairs per week of shoes and slippers of all types, is one of the biggest exporters of men's leather shoes to the North American market.

Mr. Basil Lindsay-Fynn, chairman of the company, said on the occasion of the announcement: 'I personally am very pleased that we have obtained the new factory at Ammanford because it strengthens my existing association with Wales. As chairman of Webbs (Aberbeeg) Limited, with which I have been intimately involved for 22 years, I have the highest regard for the people of Wales and admire their industry, tenacity, integrity and loyalty. I look forward to welcoming the workpeople at our new Ammanford factory into the John White Group.' He also expressed his great appreciation of the help that the Board of Trade Office for Wales had given the company in their search for factory space and labour.

250 jobs for Shotts

ONE OF the two Advance factories at present under construction at Shotts, Lanarkshire, has been allocated by the Board of Trade to Astonia Holdings Ltd., who control the Turning Division of the Delta Metal Group. The Shotts factory will be used to manufacture machine components and small assemblies for the motor vehicle and building industries both in Scotland and the North-east of England and part-finished articles will be exported direct from the factory to the Continent and the United States. Production is expected to start in the spring of 1964.

Employment which will be divided equally between men and women will build up quickly to around 150 and eventually reach a peak 250.

A testing time for the NEDC concept

—Mr. Reginald Maudling

'IT IS NOT in the power of the Government single-handed to keep our costs and prices stable. A direct responsibility rests upon management and the unions', said Mr. Reginald Maudling, Chancellor of the Exchequer when he spoke at the Foreign Press Association's luncheon in London on December 12. Continuing, Mr. Maudling said 'this is what gives such importance to the work of the NEDC, where the Government, management and unions, together with independent members, meet to pool their views and to reach agreement on how to assure vigorous economic growth. This is a testing time for the whole NEDC concept. To agree in principle upon a 4 per cent growth target was very important but not perhaps very difficult. Now we need to agree upon practical policies for achieving the target and this is less easy. We have not got a great deal of time. So far over 1963 I judge that, although incomes have probably been rising rather faster than national productivity, the disparity has not been too serious. But there are signs that the pace of advance of incomes is quickening.'

If this continued, he said, we would have failed to create one of the conditions which the NEDC considered essential to the achievement of the 4 per cent growth target. The NEDC said about incomes policy that it 'regards the solution of the difficult problems involved as a necessary part of its task'. It was the intention to tackle it urgently.

UK to reduce EFTA tariff rates

THE UNITED KINGDOM'S special rates of duty on imports from countries of the European Free Trade Association are to be further reduced on December 31 from 50 to 40 per cent of their January 1960 levels. The Order introducing these reduced rates, The Import Duties (General) (No. 10) Order, 1963 (S.I. 1963 No. 2009) was published on December 17. Full details of the changes involved are given on page 1385 of this issue. As a consequence of the further reductions in EFTA duties certain amendments to existing Import Duty Drawback Orders have also been made. (Details are contained in the Import Duty Drawbacks (No. 10) Order, 1963 (S.I. 1963 No. 2011).

The Export Service Bulletin

FROM January 1, 1964, the *Export Service Bulletin* will be published daily from Monday to Friday instead of three times weekly as hitherto. The daily edition will include some of the factual leads to overseas business which have previously appeared as part of the economic reports in the Weekly Supplement. A new series of streamlined market commodity reports will also be published from time to time in the daily edition.

As a result of these new arrangements it will no longer be necessary to publish a Weekly Supplement. A new quarterly world economic review containing a summary from our Trade Commissioner and Foreign Service commercial posts overseas about the general economic and commercial climate in their countries, each report expressed in about 200/250 words, will be issued to subscribers additionally.

Traders who do not already subscribe to the *Export Service Bulletin* will wish to consider doing so in view of the improvements which are being made in the service. Particulars and subscription forms from Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433).

Deputation from South-west Region at Board of Trade

A GROUP of Members of Parliament representing the South-west Region met Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development on December 17. The Secretary of State was accompanied by Mr. Edward du Cann, Minister of State, Board of Trade, and Mr. David Price, Parliamentary Secretary, Board of Trade.

The meeting discussed the problem of regional development in the South-west. Among the subjects they talked about were communications, rail closures, growth zones and rural depopulation.

The Secretary of State promised to bear these points in mind, especially in the light of his forthcoming tour of the South-west Region during the first week in January. The deputation expressed their appreciation of the fact that the Secretary of State was intending to tour the South-west Region so soon after his appointment.

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Import duties removed on tea, maté and tropical hardwoods

THE Import Duties (General) (No. 11) Order, 1963, published on December 17, implements the recent arrangement between the United Kingdom and the European Economic Community for the simultaneous suspension of import duties on tea, maté and tropical hardwoods by removing the import duty on these products with effect from January 1, 1964.

The arrangement, made in the interests of less-developed countries, relates to a suspension of import duties on these products from January 1, 1964, to December 31, 1965, but it is hoped that the suspensions will be made permanent during the forthcoming (Kennedy) round of GATT negotiations. Should this not materialize, steps could be taken to reimpose the duties at any time after December 31, 1965.

The effect of the arrangement is that the United Kingdom import duties will be removed on the following goods:

Tea (Tariff heading 09.02).

Maté (Tariff heading 09.03).

All non-coniferous woods except those of the following species, namely: species of *Acer, Betula, Fagus, Fraxinus, Juglans, Populus, Quercus* and *Ulmus; Castanea sativa; Eucalyptus diversicolor; Eucalyptus marginata* (Tariff headings 44.03, 44.04 and 44.05)

The Order also:

(a) remove the import duty on pulp of certain fibrous vegetable materials,

(b) amends the definition of powdered glass classifiable in sub-heading 32.08 (A) of the Customs Tariff and of logs classifiable in the former sub-heading 44.03 (B), which is renumbered 44.03 (A).

The Order comes into operation on January 1, 1964, and has been published as Statutory Instrument, 1963, No. 2010. Copies are available from H.M. Stationery Office.

Notes:

The Order implements the arrangement, signed on September 10, 1963, between the United Kingdom and the European Economic Community for the simultaneous suspension of import duties on tea, maté and tropical hardwoods in the interests of less-developed countries. This arrangement stemmed from discussions between the United Kingdom and the EEC in the spring of this year and the wider and concurrent discussions in the GATT on a programme for expanding the trade of less developed countries. Commonwealth countries were fully consulted throughout. Information about the arrangement was given in the House of Commons on July 31, 1963, by the then President of the Board of Trade and the text was published in the *Board of Trade Journal* of September 20, 1963 (page 653). The original agreement in GATT and the arrangement with the EEC relate to the suspension of duty on tropical hardwoods. However, because of the difficulties in defining and listing the very large number of tropical hardwoods, the agreement will be implemented in the United Kingdom by removing the duty on all non-coniferous woods except for the specified species: the woods on which duty is retained cover the principal temperate woods, namely, ash, beech, birch, elm, maple/sycamore, oak, poplar/aspen, walnut and Spanish chestnut.

Reduced period for acceptance of patent applications

THE Patents (Amendment) Rules 1963, which come into force on January 1, 1964, reduce from 3 to 2½ years the period allowed for putting an application for a patent in order for acceptance. The reduced period applies only to applications filed on or after January 1, 1964. Special provision is made for postdated applications.

The Rules also consolidate the lists of fees payable, replacing the Patents (Amendment) Rules 1961 (S.I. 1961/1185) and the Patents (Amendment No. 2) Rules 1961 (S.I. 1961/1619).

Copies of the new Rules (S.I. 1963 No. 1982) may be obtained from the Sale Branch, Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2., or from H.M. Stationery Office. Price 8d., by post 11d.

The Import Duty Drawbacks (No. 11) Order 1963

H.M. TREASURY have made the Import Duty Drawbacks (No. 11) Order 1963, which:

(a) provides for the allowance of drawback of import duty for imported microphones of approximately rectangular shape with a maximum dimension not exceeding 20 mm. exported incorporated in complete deaf aids;

(b) provides for the allowance of drawback of import duty for certain imported pasteurized spray-dried egg yolk used in the manufacture of exported preparations used for making cakes or buns or used to coat foodstuffs before frying;

(c) revokes the existing provisions for the allowance of drawback of import duty on:

(i) certain stoned cherries used in the manufacture of preserved cherries,

(ii) soya beans used in the manufacture of fish, canned in soya bean oil,

(iii) paper and paper board used in the manufacture of specified coated paper and paperboard,

(iv) soya beans used in the manufacture of specified soya bean flour,

(v) wooden bobbin blocks used in the manufacture of one-piece textile bobbins,

(vi) certain continuous filament viscose tow used in the manufacture of specified viscose tow products, and

(vii) dyed staple fibre used in the manufacture of single or multiple yarn; and

(d) extends until December 31, 1965, the provision of drawback of import duty on specified imported woven fabric used in the manufacture of certain rain-proof garments for export.

The Order comes into operation on January 1, 1964, and has been published as Statutory Instruments 1963, No. 2012. Copies are obtainable direct from H.M. Stationery Office.

The Import Duties (Reliefs) Order 1963

H.M. TREASURY have made The Import Duties (Reliefs) Order 1963, which provides for relief from import duty on goods furnished under arrangements with the Government of the United States for the production, maintenance, repair and overhaul of equipment and materials for the common defence.

The Order will come into operation on January 1, 1964, and copies are obtainable direct from H.M. Stationery Office.

The Hydrocarbon Oil Duties (Drawback) (No. 5) Order 1963

H.M. TREASURY have made the Hydrocarbon Oil Duties (Drawback) (No. 5) Order 1963, which varies the rates used for determining the quantities of hydrocarbon oil in respect of which drawback is allowed in relation to linoleum and printed felt base.

The Order came into operation on December 16, and has been published as Statutory Instruments 1963, No. 1992. Copies are obtainable direct from H.M Stationery Office.

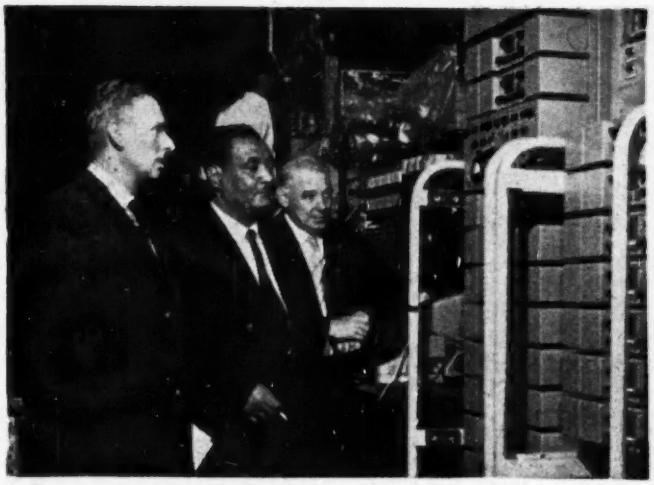
Application for removal of import duty on tiles of rustic faced granite

THE BOARD OF TRADE give notice that they are considering an application for removal of the import duty on tiles of rustic faced granite.

A statement of the applicants' case will be made available to all interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed on to the applicants for reply.

Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed, in writing, to the Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than January 8, 1964.

Overseas visitors see British industry



Mr. Mohamed Falk Suleiman, director general of the Sudan Post, Telephone and Telegraph department (centre) with Mr. F. G. H. Bayley (left), and Mr. L. G. Nuttall, (right), both of Mullard Equipment Ltd., at the Mullard factory, Crawley.

Three Czechoslovak potters at the Design Centre in London, are seen here with Mr. Peter York (right) of the COID looking at Denby stoneware oven and tableware by Joseph Bourne and Sons Ltd.

Professor P. D. Pataviniski, vice-president of Bulgaria's Committee of Scientific and Technical Progress, (second left) has a Perkins engine explained to him during a visit to the factory at Peterborough.

Application for temporary exemption from import duty

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of *S*-2:3:3-Trichloroallyl di*iso*propylthiocarbamate (Tariff heading 29.31) on the grounds that this is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand. Exemption is required until December 31, 1964.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters should be addressed to Tariff Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by January 3, 1964, quoting reference 4824.

Purchase tax on parts of some amusement machines

THE Commissioners of Customs and Excise wish to draw the attention of traders concerned to the fact that parts of fruit machines and other gaming and amusement machines and accessories to such machines, as well as the machines themselves, are liable to purchase tax at the rate of 25 per cent of their wholesale value.

Traders who manufacture parts or accessories for these machines, whether for sale or for their own use, and who are not already registered for purchase tax purposes, are reminded that they must apply to the local Officer of Customs and Excise for registration if either, or the aggregate, of the following exceeds or is likely to exceed £500 a year:

(a) their gross takings from the sale of the parts and accessories and of any other goods manufactured by them which are chargeable with purchase tax;

(b) the total wholesale value of any such goods used in their business or in connection with it.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949 the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	November 15, 1963	
764,135	Spriggs, J. D.	Bearing liners.
	November 21, 1963	
838,858	Pirro, R.	High vacuum bottle closure apparatus.
895,405	Solvay & Cie.	Production of -epichlorhydrin.
	November 26, 1963	
822,836	G.Q. Parachute Co. Ltd.	Shock-absorbing air cushions.
845,728	Etablisements F. Potain & Cie.	Tower cranes.
868,266	Vertin, T. D.	Making plastic models.
902,851	Le Progres Industriel, Jones & Lamson Machine Co.	Speed and feed control mechanism for machine tools.
904,219	Le Progres Industriel, Jones & Lamson Machine Co.	Machine tools.
	November 27, 1963	
815,403	Helmut Bross	Cartridge-filled fountain pens.
884,820	Helmutt Bross	Fountain pen with filling piston and reserve ink chamber.
913,688	Solvay & Cie.	Sodium perborate.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller General.

The Patent Office.

Questions asked and answered in Parliament

Below is a selection of Parliamentary answers of interest to trade and industry

THURSDAY, DECEMBER 12

Doorstep selling

Mr. Edward Heath, the Secretary of State for Industry, Trade and Regional Development, was asked what reply he had sent to the communication from the honourable Member for Swindon, writing as Chairman of the Advertising Inquiry Council, regarding misrepresentations by salesmen posing as Commonwealth students engaged in tour contests.

He replied that he welcomed publicity on forms of doorstep selling which might not be in the best interests of the consumer.

Arab boycott

A member asked the Secretary of State for Industry what insurance trade there was between British Insurance companies and the Arab countries; and what were the individual Arab countries with which such trade had been conducted.

Mr. Edward du Cann, Minister of State, Board of Trade, replied that British insurers conducted business with all Arab countries except the United Arab Republic.

Statistics of the trade were not available.

Asked if he would make a statement on the discussions which took place on December 9 last between his department and the president of the Norwich Union Insurance Societies, the Minister replied that the president of the Norwich Union Insurance Society called at his own request to recount the developments which led to the resignation of Lord Mancroft.

Asked whether he was aware that there was interference from foreign countries designed to coerce British firms into suspending their dealings with a friendly power; and what steps he would take to obviate this interference, the Secretary of State replied: 'Yes, Sir, Her Majesty's Government are strongly opposed to interference of this sort and have made known their views repeatedly on this subject.'

He added that while the boycott had interfered with the trade of individual firms, it seemed to have had little effect on our total trade with any of the countries in the area concerned.

Cattle exports

A member asked how many cattle were exported for slaughter to Italy and Spain, respectively, in 1962, and to the latest convenient date in 1963.

The Minister replied: 'There were no United Kingdom exports to Italy in 1962. In the first ten months of 1963 a total of 540 live cattle, other than for breeding, were exported. Of these 396 were exported from Northern Ireland. None of the remaining 144 cattle was exported for immediate slaughter. There were no exports to Spain in the periods concerned.'

U.S. trade restrictions

A member asked if he would make a statement on the representations Her Majesty's Government had made in Washington regarding the proposed amendment to the River Basins Bill, now before Congress, which would require the United States Government to buy United States made equipment even if it was up to 50 per cent more expensive than the competing foreign product, in view of the discrimination this would introduce against British goods.

The Minister replied that immediate representations were made to the United States Administration. The amendment had now been dropped.

Raising of Common Market tariffs

The Secretary of State was asked if he was aware of the proposal of the European Coal and Steel Community to raise the Common Market tariff on British and other steel products; and what representations he had made against this.

He replied: 'Yes, Sir. We have already expressed our concern at possible measures of this kind. The High Authority are now undertaking formal consultations with the United Kingdom and other principal suppliers.'

Grant to C.O.I.D.

Asked how much Government support was given directly or indirectly in 1962-63 to the Council of Industrial Design; and what was the percentage increase over the 1961-62 figure, the Secretary of State said that the grant-in-aid given to the Council of Industrial Design in 1962-63 was £250,000. This was an increase of some 4 per cent over the 1961-62 figure.

Export guarantees

A member asked how many guarantees had been granted under the Export Guarantees Acts 1949 to 1961 in the past full year for which figures are available, the names of the countries involved and the total amounts guaranteed.

The Secretary of State replied that in the 12 months to October 31, 1963, 5,599 Guarantees were granted. Of these 5,341 were comprehensive Guarantees which usually gave cover for all the exports made by the policy-holder during a period of 1 to 3 years. The number of transactions covered under such Guarantees was very large, but was not recorded. The total amount guaranteed during the same period was £1,142 million. It would be against the commercial interest of the Department to disclose the volume of its business on any individual market.

Asked if he would now extend credits beyond five years to the state trading countries, in cases of large capital projects and shipbuilding, the Minister replied that the Export Credits Guarantee Department already had authority to support credit beyond five years where appropriate for such business.

North-east Development Group

Asked on what basis the North-east Development Group will be expected to ensure co-operative effort in establishing a working relationship with the planning authorities in the North-east, the Secretary of State replied that the Chairman of the North-east Development Group, accompanied by the Regional Controller, Ministry of Housing and Local Government, who is one of its members, was due to attend a meeting on December 13 between the eleven planning authorities in the Region, designed further to encourage co-ordination between them. 'The North-east Development Group will do all it can to help in this objective, and will continue to maintain close contact with the authorities concerned,' he said.

Aberdeen

In reply to a question on the steps taken during the past 12 months to attract new industries to the north-east of Scotland, particularly to the city of Aberdeen; and the results of these steps, the Secretary of State said that he was continuing to make full use of his powers under the Local Employment Acts to encourage further industrial development in the development districts of North-east Scotland, including Aberdeen. In the past twelve months offers of assistance under the Acts had amounted to over £32,500. In addition, eight IDCs had been issued in the same period for this area, embracing 170,000 sq. ft. and estimated to provide nearly 300 jobs.

North British Locomotive Company

In reply to questions on financial assistance to the North British Locomotive Company, the Minister of State said 'The Development Areas Treasury Advisory Committee did not have to give reasons for their decisions. Before recommending financial assistance, however, they had, under statute, to be satisfied that the undertaking, although unable at the relevant time to obtain the capital required on the requisite terms, would ultimately be able to be carried on successfully without further assistance. The Board of Trade, had advance information of the Company's intention to go into liquidation, but the decision was solely that of the Company. I have had representations from some of the shareholders, to whom I have explained that the Government were not at any time or in any way responsible for the manner in which the Company's affairs were conducted.'

Grants to local authorities

Asked if he would introduce legislation to amend the Local Employment Act to enable grants to be paid to local authorities who are building their own advance factories in order to combat unemployment, the Secretary of State replied, 'No, Sir.' He said that under the Act grants are payable only to persons providing continuing employment in development districts, and it would not be right to extend this to local authorities providing employment for workers involved in the construction of factories. Grants are, however, available to industrialists who acquire factories built by local authorities in advance of demand.

Areas not scheduled under Local Employment Act

The Secretary of State, replying to a question on proposals for bringing new industries to those areas suffering from continuing depopulation which are not scheduled for assistance under the Local Employment Act, said 'My first obligation must continue to be to the development districts. But I am always prepared to consider applications for suitable industrial development in areas suffering from depopulation.'

Expenditure on services

Asked if he would publish the financial figures of the additional expenditure on services such as housing, education, and roads, in excess of normal investment for the year ending April 5, 1964, arising out of the Hailsham Report, the Secretary of State said that no figure existed for 'normal' investment in the North-east for that year. The figure proportionate to the population of the area was approximately £68 million, whereas about £80 million have been provided for in the White Paper proposals.

Iron and steel research

JAPAN IS now the fourth largest producer of steel in the world, her crude production being one third more than that of Great Britain, and her direct exports exceeding this country's by more than a quarter. A delegation from the British Iron and Steel Institute visited Japan in March this year to discover the reasons for this remarkable growth in the productive and competitive capacity of the industry in that country. Their report, **The Iron and Steel Industry of Japan,** draws the conclusions that the Japanese success stems from high technical and operational efficiency and effective investment planning. To illustrate these findings, technical descriptions are given of various processes, comparing the relative efficiency of the two countries, and giving detailed figures of the results obtained by the largest individual Japanese works. The report emphasises the importance placed on quality control and on producing goods of very high quality, and says that many of the internal works standards are tighter than those used in Europe. Copies: 63s. from the Iron and Steel Institute, 4, Grosvenor Gardens, London, S.W.1.

One member of the delegation that visited Japan was also a member of the Technical Advisory Panel of the Iron and Steel Board, whose **Special Report: Research in the Iron and Steel Industry** was published last week. According to this report, the Japanese industry spent £8.5 million on research in 1961-62, representing a ratio of 0.85 of research expenditure to gross output. The comparable figure quoted for the general branch of the British industry is £6 million research expenditure, giving a ratio of 0.63. Although the Iron and Steel Board's report is principally concerned with the present state of research in this country, many comparisons are drawn between the conditions obtaining here and those existing in other countries abroad. Copies: 4s. 6d., by post 4s. 11d., H.M. Stationery Office and Government bookshops.

In **Manufacturers' Shipments, Inventories and Orders, 1947-1963 Revised,** the United States Bureau of the Census has published a collection of considerably revised retrospective data on American industrial output. The statistics are based on figures formerly published in the monthly *Industry Survey* of the United States Office of Business Economics, and this new publication serves the purposes of assembling a 17-year run, of introducing further expansions in the industry groups and commodity groups covered, and of adjusting such factors as seasonal variations. The old *Industry Survey* has just been replaced by a new monthly *Manufacturers' Shipments, Inventories and Orders*, and this volume is an essential complement to the new monthly series, for it also contains definitions and notes and an explanation of the methods used in compiling it. Published at $1 by the Superintendent of Documents, Government Printing Office, Washington D.C. Copies may be ordered through H.M. Stationery Office and Government bookshops.

Mongolia, An Economic Handbook comes in the now familiar 'house' cover of Joseph Crosfield & Sons Ltd. This firm of chemicals manufacturers has by now a sizable list to its credit of publications based entirely on translations of source materials published in the Soviet Union and other Communist countries. The only editorial additions made by the firm are comments on inconsistencies or obscurities in the sources themselves. Their latest publication runs to 138 pages and attempts to fill some parts of the large gap in published information in English on the Mongolian People's Republic – a gap which has become more noticeable in recent years, because of the increased economic activity now reported to be taking place there. The sources drawn on are principally the important collection of statistics for Mongolia published in Ulan Bator in 1961, and a number of more general works on the USSR published in Moscow between 1957 and 1962. The *Handbook* is almost wholly statistical, and so provides a useful abstract of the available 'official' figures on such subjects as Mongolian industry, retail trade, foreign trade, agriculture, transport and communications. Copies: free from Joseph Crosfield & Sons Ltd., Bank Quay, Warrington.

Stamp Trading in the Hardware, Domestic Electrical and Furnishing Trades, is the title of a survey conducted by Benn Brothers Limited. It was undertaken 'to discover the attitude to stamp trading of three important non-food groups of retailers, whose participation is claimed by stamp operators to be essential for maximum promotion of stamp trading'. The survey was conducted through personal interviews in selected areas, supplemented in the case of the hardware trade by postal replies from readers of *The Hardware Trade Journal*. The pamphlet contains a copy of the questionnaire on which the survey was based, with statistical analyses of the retailers' replies. Copies: free from Benn Brothers Ltd., Bouverie House, 154 Fleet Street, London, E.C.4.

A first edition of the **Directory of Iraqi Industries** was published last year by the Iraqi Federation of Industries, and the same publisher has now issued a second, revised edition. The Federation plans to publish the directory every two years hereafter. The directory includes alphabetical and classified lists of manufacturers and service trades, and contains over 800 entries. Details in the alphabetical listing include address, principal products and nominal and paid-up capital (in Iraqi dinars) for each firm; and the classified list is divided into twenty main industrial groupings, each one subdivided by principal products. The new directory invites comparison with another directory first published in Iraq last year, the *Baghdad Chamber of Commerce Trade Directory* which, though ostensibly more limited in area coverage, contained the names of over 1000 manufacturers and merchants. The *Directory of Iraqi Industries* was mainly compiled from the files of the Federation of Industries and the Iraq Central Bureau of Statistics. Copies: the Federation of Industries, Credit Bank of Iraq Building, 5th Floor, Baghdad, Iraq. Price not stated.

Sell's Directory contained, until 1962, supplementary lists on the electronics and nuclear power industries. They are missing from the 1963 edition, and have now appeared as a new directory in themselves. **Sell's Automation, Electronics and Nuclear Engineering,** 1963 edition (314 pages), contains the classified lists extracted from the general directory, and an alphabetical list has been added. Nuclear industrial consortia and research and development organizations are also listed. Copies: 21s. from Business Dictionaries Ltd., St. Dunstan's House, 133-137 Fetter Lane, London, E.C.4.

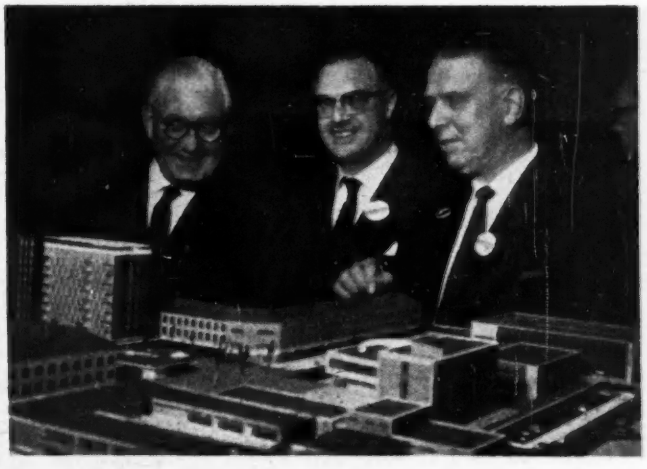
Other publications:

EAST AFRICAN CUSTOMS AND EXCISE. ANNUAL TRADE REPORT OF KENYA, UGANDA AND TANGANYIKA FOR 1962. 304p. Commissioner of Customs and Excise, Custom House, P.O. Box 9061, Mombasa. 32s.

OFFICES, SHOPS AND RAILWAY PREMISES ACT 1963, by Fife and Machin. 108p. Butterworths. 27s. 6d., by post 28s. 8d.

SEIBT EXPORT DIRECTORY OF GERMAN INDUSTRIES, 17th edition. 2000p. Seibt-Verlag 8000 Munich 8, Germany. 107s.

Mr. Frederick Erroll (centre), Minister of Power, with Mr. R. A. Mattsson (left), director, Danish Coal Importers' Federation, and Mr. W. R. Ross, president of the British Coal Exporters Federation, at a cocktail party given by the BCEF during the recent visit to London of the Danish Federation.



Mr. Roy Thomson (left) with Mr. George Chetwynd, Director of the North-east Development Council (centre), and Mr. Arthur Bottomley, M.P. for Middlesborough East, inspect the model of the Billingham UDC precinct vista displayed at the recent 'Focus on Tees-side' exhibition at Thomson House, London.

Government surplus sales by auction

AIR MINISTRY

1964	Stores	Location	Auctioneers
Jan. 9 .	Miscellaneous stores and equipment .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel.: Stockport 2252).
Jan. 22 .	Miscellaneous stores and equipment .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel.: Gloucester 21267).
Feb. 6 .	Miscellaneous stores and equipment .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel.: Kidderminster 2053).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALES

Surplus 2 and 5 gallon drums, used for fire foam powder and liquid, offered for Sale by Tender. A contract for a period of 12 months is offered when the estimated quantity of 3,500 drums is expected to be available for disposal. The purchaser will be required to collect the drums in quantities of 500-600. Tenders are also invited for the purchase and removal of approximately 17,000 yards of underground cable at Marham, Kings Lynn, Norfolk. Applications for Tenders should be made within seven days from the date of this notice to Air Ministry, C.19a, Turnstile House, High Holborn, London, W.C1.

WAR OFFICE

1964	Stores	Location	Auctioneers
Jan. 15 .	M.T. and electrical spares, clothing and miscellaneous stores.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 54227).
Jan. 23 .	Engineering, electrical and miscellaneous stores.	Technical Stores Sub-Depot, Wem, Salop .	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel.: 2081).
Jan. 28 .	Machine tools, plant and equipment, clothing and textile and miscellaneous stores .	W.D. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel.: Royal 4861).
Feb. 13 .	Miscellaneous stores	Central Ordnance Depot, Didcot, Berks. .	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel.: 54025).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

CUSTOMS NOTICES OF INTEREST TO EXPORTERS

THE following Public Notices issued by H.M. Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

GENERAL

Notice No.	
49	Temporary importations: International Co-operation.
77E	Purchase Tax – Exports.
106	Temporary exportation of samples by British commercial travellers.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
427	Declaration of value on Customs export documents.
S.N.6	Notice to Passengers (Exchange Control and Export Licensing).
	*Notice to Exporters – Exchange Control (issued by H.M. Treasury).
	*Also obtainable from any bank.

DRAWBACK

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
220	Drawback on silk and man-made fibres.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
278	Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under The Import Duties Act, 1958.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
S.B.1 (Revised), S.B.2, S.B.3, S.B.4	Sugar Act, 1956. Distribution Repayments (issued by the Sugar Board).

DERBYSHIRE COUNTY COUNCIL

TENDERS FOR UNIFORM CLOTHING

TENDERS are invited for the supply of UNIFORM CLOTHING FOR HEALTH VISITORS for a period of 3 years from 1st April, 1964, on a fixed price basis and on a fluctuating price basis in respect of national wage awards affecting the wages of the workmen engaged on the contract. Forms of tender may be obtained on application to the COUNTY MEDICAL OFFICER OF HEALTH, COUNTY OFFICES, MATLOCK. SEALED TENDERS (together with samples of cloth) must be forwarded in envelopes which will be provided and must be delivered to the undersigned not later than 10 a.m. on WEDNESDAY, 8th JANUARY, 1964. The Council does not bind itself to accept the whole or any part of any tender submitted.

D. G. GILMAN, *Clerk of the County Council*

University of Cambridge

MANAGERS COURSE 1964

Applications are now being considered for this course on the economic and political backgrounds for managerial decisions (29 June – 25 July).

Details from the Secretary,

MANAGERS COURSE,

STUART HOUSE, MILL LANE, CAMBRIDGE

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,036	15,212	15,212	9,095	3,486	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+392	+520	+48	+37
1961	111	114	121	115	111	100	129	130	132	137	121	+297	+230	+36	+ 4
1962	111	115	126	121	112	101	126	115	124	140	124	+ 96	+ 42	— 4	+40
1962															
1st quarter	110	114	124	119	111	100	127	124	121	136	126	— 4	— 4	—10	+13
2nd quarter	112	115	124	122	112	100	127	119	127	141	124	+ 48	+ 35	— 6	— 8
3rd quarter	111	116	126	122	112	101	126	109	126	146	123	+ 50	+ 18	+13	+10
4th quarter	111	115	128	123	114	101	123	108	121	137	124	+ 2	— 7	— 1	+25
1963															
1st quarter	109	112	128	123	113	101	112	99	120	96	120	— 19	+ 56	—15	— 3
2nd quarter	115	117	131	126	115	102	126	104	126	147	127	+ 64	— 9	+21	— 3
3rd quarter		121•				105		98•	128•				— 40•	—19•	— 8•
1963															
April	..	116	..	..	..	101	..	..	..	..	..	..	..	..	..
May	..	118	..	..	..	103	..	..	..	..	..	..	..	..	..
June	..	118	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..	120	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..	121	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	121•	..	..	..	105	..	..	..	..	..	..	..	..	..
October	..		..	..	..	104	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	.	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+342
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—272
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 34
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 74
1962																
1st quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 26
2nd quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 33
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 20
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 35
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 64
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 25
3rd quarter	129•	101•	121·3	+1·3	104·2•	122·1•	141·5	428	— 76	—34	157	+10	+ 6	132	131	
1963																
April	120	101	122·2	+2·1	104·0	121·7	140·6	553	— 75	—20	138	+16	+14	124	121	..
May	122	105	122·1	+1·7	104·2	121·8	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June	123	105	122·1	+1·0	104·5	121·8	141·1	454	— 52	—33	158	+12	+13	128	130	..
July	124•	103•	121·4	+0·8	104·5	122·0	141·4	424	— 30	—15	160	+ 2	+ 3	134	128	..
August	126•	100•	121·0	+1·3	104·1	122·0	141·5	430	+ 6	+10	153	— 7	— 9	127	133	..
September	129•	101•	121·4	+1·8	104·0•	122·2•	141·7	430	nil	+11	158	+ 5	— 7	135	131	..
October	132•	111•	121·8	+2·3	104·7•	122·3•	141·7	448	+ 18	+27	160	+ 2	—12	130	129	..
November			122·2	+2·2	106·0•	122·3•		456	+ 8	+19	157	— 3	—16	135•	129•	

† NOT seasonally adjusted. • Provisional.

Income and finance of quoted property companies

The statistics hitherto published of the income and finance of companies whose shares are quoted on a United Kingdom stock exchange (1) cover only companies operating mainly in manufacturing and distribution in the United Kingdom. An analysis of the accounts of quoted property companies on a similar basis is now published for the first time, and this article presents the results for the three years 1960 to 1962.

IN 1961, there were 129 property companies whose shares were quoted on a United Kingdom stock exchange and which had net assets of £0.5 million or more (or income of £50,000 or more) (2). Their net assets (that is, fixed assets *net* of accumulated depreciation *plus* current assets *less* current liabilities) amounted to £683 million and their gross income (trading profit, *plus* investment and other income, before depreciation and tax) amounted to £50 million. Not all of these companies, however, have presented accounts which enable comparisons to be made over the three years from 1960 to 1962: 10 of them were granted stock exchange quotations in 1960 but no figures relating to their finances in 1960 are available, while 9 companies had not presented their accounts for the year (3) 1962 by the end of October 1963 in time for inclusion in the analysis. For purposes of comparison over the three years, therefore, the tables at the end of this article give figures for 1960 and 1961 for companies which were quoted throughout these two years, while figures for 1961 and 1962 cover only companies whose 1962 accounts had been received by the end of October 1963. Revised figures for 1961 and 1962 will be published when the accounts of these 9 companies are received. For the next few years, the analysis will be confined to companies which had stock exchange quotations in 1961, in order to make direct comparisons over a run of years possible.

Property companies and industrial companies

Property companies, to the extent that they are the owners of property from which they receive income by way of rents or from the granting of leases, earn a fixed rate of return on their capital. There are, however, elements of flexibility in the return which are not present, say, the return on fixed interest debentures; subject to whatever statutory controls are applicable, rents may be varied from time to time depending on the terms of the contracts between a property company and the occupiers of its premises, and there is an equity element present in the reversions of leases etc. Moreover some property companies are engaged in activities which are more in the nature of the trading activities of industrial companies engaged in manufacturing and distribution; they acquire land and buildings which, after development and improvement, they sell at a trading profit.

Table A shows how widely the financial structure of property companies differs from that of industrial companies. The average property company had net assets in 1961 of £5.3 million against £6.5 million for other companies but the significance of this difference is difficult to determine, partly because of the great variation in size of companies, and partly because a larger proportion of property companies' assets are at a more up-to-date valuation than is the case with industrial companies; in 1961, 23 of the property companies recorded revaluations of fixed assets and on average these revaluations added 12 per cent to the book value of the fixed assets (amounting to £161 million before revaluation) of the 23 companies. The more up-to-date valuation of assets will explain in part at least the discrepancy between the £14 earned on each £100 of assets by industrial companies against the £8 earned by property companies. But part of the explanation probably lies in the fact that much of the recent investment of the property companies has yet to reach full earning capacity. Thus the property companies maintained their level of earnings between 1960 and 1962, while the industrial companies' return on every £100 of assets fell by 3 points.

Depreciation provisions, which take up over one-fifth of industrial companies' gross income, are negligible for property companies: the life of land and buildings is much longer than the life of plant and machinery and, since depreciation provisions are usually related to the estimated life of assets, the new investment in property of recent years will not yet be reflected in any sizeable accumulated depreciation.

The accounts also show that property companies maintain a much lower cover for their dividends than do industrial companies and in 1961 dividends (gross of tax) accounted for 48 per cent of their income appropriations against only 30 per cent for industrial companies; in consequence the balance of profit retained in reserves was less than 6 per cent of income against 19 per cent for the industrial companies. Thus for property companies the cash flow available from income to finance expansion is small; retentions either in reserves or by way of depreciation provisions together represented only 10 per cent of gross income (against about 44 per cent for the industrial companies) and provided only 4 per cent of the increase in gross assets in 1961 (against 72 per cent). Moreover, a number of companies have in recent years charged a proportion of the interest due on their long term loan capital, not to their income appropriation account (as is normally the practice); instead, the interest has been dealt with as part of the capital cost of developing property. Hence, in the balance sheet, the interest charge is added to the value of fixed assets (e.g. property held for development) and this offsets the fall in cash arising from the payment of interest to the debenture holders. Hence a larger proportion of income is available for distribution as dividends.

Since the property companies provide little by way of finance for expansion from their trading activities, they rely much more than do industrial companies on the capital market. Moreover, the degree of gearing in their capital structure is quite different, with very long term loans accounting for a large proportion of total capital. Out of total capital and reserves of £683 million at the end

Table A—Property companies and industrial companies, 1961

£ million (percentages of totals in brackets)

	(1) Property companies		Industrial companies	
Appropriation of income:				
Taxation (2) (including prior year adjustments)	6·3	(12·6)	546	(22·0)
Interest on long-term loans	14·8	(29·4)	76	(3·1)
Dividends (gross)	23·9	(47·6)	754	(30·4)
Company retentions	5·0	(9·9)	1,075	(43·5)
Share due to minority interests	0·3	(0·6)	26	(1·0)
Gross income (3)	50·2	(100)	2,478	(100)
Balance sheet:				
Fixed assets (net)	718·5	(105·2)	9,066	(63·8)
Current assets	83·7	(12·3)	10,225	(71·9)
Current liabilities	—119·5	(—17·5)	—5,070	(—35·7)
Long-term loan capital	295·4	(42·6)	1,352	(8·7)
Other capital and reserves	387·3	(55·9)	12,670	(71·2)
Net assets	682·7	(100)	14,221	(100)
Accumulated depreciation	10·2		3,583	
Sources of funds in 1961:				
Company retentions:				
Depreciation and other provisions	2·2	(2·2)	594	(29·0)
Balance retained in reserves	2·8	(2·8)	482	(23·5)
Additions to taxation reserves and accruals	4·8	(4·8)	6	(0·3)
Increase in amount owing to banks	—19·5	(—19·5)	175	(8·5)
Receipts for new issues (4):				
Ordinary and preference shares	37·4	(37·4)	507	(24·8)
Long-term loans	71·7	(71·6)	105	(5·1)
Reduction in liquid resources	—2·1	(—2·1)	111	(5·4)
Other sources of funds	2·9	(2·9)	68	(3·3)
Total	100·1	(100)	2,047	(100)
Uses of funds:				
Expenditure on fixed assets:				
Trade investments	7·6	(7·6)	81	(4·0)
Other fixed assets	90·3	(90·2)	1,331	(65·0)
Increase in value of stocks	8·0	(8·0)	300	(14·7)
Net increase in trade and other credit (5)	—16·5	(—16·5)	37	(1·8)
Expenditure on acquiring subsidiaries (4)	11·0	(11·0)	374	(18·3)
Other expenditure and adjustments	—0·1	(—0·1)	—75	(—3·8)
	100·1	(100)	2,047	(100)
Accounting ratios:				
Current assets/current liabilities	0·70		2·02	
Immediate assets (6)/current liabilities	0·47		1·02	
Gross income as a percentage of gross assets	8·2		14·2	

(1) The figures for property companies include all companies with stock exchange quotations in 1961 and with assets of £0·5 million or income of £50,000.
(2) Taxation on distributed profits is treated as paid by the shareholder receiving the dividends and not by the company.
(3) Including prior year adjustments (other than tax).
(4) Including the value of shares issued in exchange for subsidiaries.
(5) Including dividend accruals.
(6) Liquid resources *plus* trade and other debtors.

of 1961, £295 million (43 per cent) was long term loan capital, while new issues of long-term loans during the year amounted to £72 million and accounted for about 70 per cent of the increase in gross assets during the year. Among the industrial companies on the other hand long-term capital accounted for only 11 per cent of total capital and reserves – and new issues of loan capital for only 7 per cent of the increase in gross assets in 1961.

Of the total loan capital of £295 million of the companies at the end of 1961, 11 companies accounted for £202 million. An analysis of the accounts of these companies shows that for about £50 million of mortgages, debentures and loans etc., no maturity dates are shown; of the balance of around £150 million the final date of maturity of only £3 million falls within the next 3 years and only £32 million is finally repayable within the next twenty years. The bulk of the loan capital (£74 million) has a final maturity date within the period 1985-1991, and there is nearly £40 million with 30 to 40 years to run to maturity.

The property companies are markedly less liquid than industrial companies. Their immediate assets (cash, marketable securities, tax reserve certificates, and trade and other debtors) in 1961 amounted to £56 million, or 8 per cent of net assets; for the industrial companies, immediate assets amounted to £5,166 million, or 36 per cent of net assets. Moreover while for industrial companies current liabilities were rather less than immediate assets, and less than half the total of current assets, in the case of the property companies, current liabilities were twice as great as immediate assets and were, indeed, markedly greater than current assets in total.

1960-62 a period of rapid growth

An examination of the accounts of quoted property companies during the middle 1950's seems to indicate that, leaving aside companies which were newly granted quotations, their assets were growing, taking one year with another, at around 10 per cent a year. In 1958 and 1959, the rate of growth quickened and the period covered by the present survey was a period of rapid growth. For example, new capital issues of quoted property companies were small in the years 1954 to 1958 (apart from issues amounting to £20 million in 1955 which was an exceptional year). In 1959 and 1960, however, new issues amounted to £34 million in each year, and this amount was more or less doubled in 1961 and 1962 (4).

Between 1960 and 1962, the gross income of quoted property companies increased by about 20 per cent a year (see table B); income of the quoted industrial companies, in contrast, fell by about 5 per cent between 1960 and 1962. The rise in income of the property companies reflects an increase in companies' assets rather than higher returns on existing assets. In 1960, the average return on each £100 of assets amounted to £8.2. Between 1960 and 1961 the growth in assets (after eliminating the effect of any revaluations of fixed assets) amounted to about £105 million and income increased by £8.2 million, while between 1961 and 1962, average assets increased by a further £118 million, while income rose by £9.3 million; thus while in total capital has increased by some 44 per cent, the return on each £100 of capital has been roughly maintained throughout the period. The large increase in loan capital has resulted in a higher proportion of gross income going to non-participating capital (31.4 per cent in 1962 against 27.6 per cent in 1960). Dividend payments, as a percentage of income, have also increased slightly, and as tax payments (here, income tax on distributed profits is treated as paid by companies) have remained fairly steady around 30 per cent of gross income, company retentions fell from 14 per cent of gross income in 1960 to under 10 per cent in 1962.

Around 90 per cent of the increase in assets represents the purchase of property, either directly or through the acquisition of subsidiary companies. In the main the companies acquired have been unquoted companies and little information is available about the assets which have been acquired with them. There has also been an expenditure of from £5 million to £10 million a year on acquiring trade investments (that is the purchase of shares, amounting to less than a controlling interest, in companies with which the company purchasing the shares is associated by way of business). Some of the companies' balance sheets show freehold and leasehold properties separately; about two-thirds of the properties recorded in balance sheets are thus divided, and in these accounts, about 58 per cent consist of freehold properties and 42 per cent of leasehold properties in 1961.

The financing of investment

In 1960 and 1962, the pattern of financing of expansion was fairly similar; of total funds available around 38 per cent in each year was by way of long-term loans. In 1960, a further 28 per cent was raised by other new issues (almost entirely ordinary shares) and 23 per cent by bank loans. In 1962, the latter two sources between them again accounted for about 52 per cent of total finance, but a rise in the contribution of equity share issues to 38 per cent offset

Table B – Income and finance of quoted property companies

£ million (percentage of totals in brackets)

	1960		1961		1961		1962	
(Number of companies) (1)	119		119		120		117	
Net assets	536·2		664·2		668·5		831·2	
Appropriation of income:								
Taxation (2) (including prior year adjustments)	12·3	(30·2)	15·1	(30·9)	15·2	(30·9)	17·3	(29·6)
Interest on long-term loans	11·2	(27·6)	14·4	(29·5)	14·5	(29·5)	18·4	(31·5)
Dividends (net) (2)	11·2	(27·6)	14·2	(29·1)	14·2	(28·9)	16·8	(28·7)
Company retentions	5·7	(14·0)	4·9	(10·0)	5·0	(10·2)	5·8	(9·9)
Share due to minority interests	0·3	(0·7)	0·3	(0·6)	0·3	(0·6)	0·3	(0·5)
Gross income (3)	40·6	(100)	48·8	(100)	49·2	(100)	58·5	(100)
Sources of funds:								
Company retentions:								
Depreciation and other provisions	2·8	(2·0)	2·2	(2·3)	2·1	(2·1)	2·6	(1·7)
Balance retained in reserves	2·9	(2·1)	2·7	(2·8)	2·9	(2·9)	3·2	(2·1)
Additions to taxation reserves and accruals	4·4	(3·1)	4·7	(4·9)	4·6	(4·6)	4·3	(2·8)
Increase in amounts owing to banks	32·0	(22·8)	—20·2	(—21·0)	—18·1	(—18·1)	22·2	(14·7)
Receipt from new issues: (4)								
Ordinary and preference shares	39·3	(28·0)	36·6	(38·1)	37·3	(37·4)	57·0	(37·6)
Long-term loans	53·1	(37·9)	69·3	(72·2)	70·7	(70·8)	56·5	(37·3)
Reduction in liquid resources	1·2	(0·9)	—2·1	(—2·2)	—2·1	(—2·1)	1·1	(0·7)
Other sources of funds	4·5	(3·2)	2·8	(2·9)	2·3	(2·3)	4·7	(3·1)
Total	140·2	(100)	96·0	(100)	99·8	(100)	151·5	(100)
Uses of funds:								
Expenditure on fixed assets:								
Trade investments	4·5	(3·2)	7·1	(7·4)	7·6	(7·6)	10·2	(6·7)
Other fixed assets	126·2	(90·1)	86·4	(90·0)	89·7	(89·9)	135·4	(89·4)
Increase in value of stocks	5·8	(4·1)	7·7	(8·0)	7·9	(7·9)	9·8	(6·5)
Net increase in trade and other credit (5)	3·6	(2·6)	—15·7	(—16·4)	—16·2	(—16·2)	—3·4	(—2·2)
Expenditure in acquiring subsidiaries (4)	29·6	(21·1)	10·3	(10·7)	10·9	(10·9)	22·2	(14·7)
Other expenditure and adjustments	—29·6	(—21·1)	0·2	(0·2)	—0·1	(—0·1)	—22·6	(—14·9)
Total expenditure	140·2	(100)	96·0	(100)	99·8	(100)	151·5	(100)

(1) The figures for the pair of years 1960 and 1961 include only companies (with assets of £0·5 million or over or incomes of £50,000 or more) which were quoted on a United Kingdom stock exchange throughout the two years; those for 1961 and 1962 exclude companies whose accounts for 1962 had not been received by Statistics Division of the Board of Trade by October 31, 1963.
(2) Taxation on distributed profits is treated as paid by the company.
(3) Including prior year adjustments (other than tax).
(4) Including the value of shares issued to acquire subsidiary companies.
(5) Including dividend accruals.

a fall in the share of bank borrowing (15 per cent). Other sources of finance – company retentions, tax dividend and interest accruals, changes in liquid funds etc. – account for only about 10 per cent of total financial resources coming forward each year.

The pattern of finance in 1961 was markedly different from the pattern in 1960 and 1962. In the middle of 1961 the Government introduced a series of measures to restore international confidence in sterling – bank rate, for instance, was raised to 7 per cent, while banks were asked to be particularly severe towards proposals for new advances for, among others, property development. These measures are reflected in the sharp fall in bank lending to property companies; at the end of 1960, bank overdrafts and loans amounted to £73 million; during the ensuing year they fell by £20 million. Instead, in 1961 the property companies depended very heavily on long term loan finance, and new issues of these loans amounted to over £70 million, or some 70 per cent of total sources of finance.

Table 1. Property companies—Appropriation of income

£ thousand

Accounts for 'year' (1)	1960	1961	1961	1962
Number of companies	119	119	120	117
Trading profit (before depreciation and other provisions)	37,624	45,509	45,915	54,820
Less provision for depreciation	1,516	1,865	1,837	2,170
Less other provisions	1,290	298	293	394
Trading profit	34,818	43,346	43,785	52,256
Plus income from investments	2,494	2,856	2,879	3,097
Plus other income	424	383	384	445
Less interest on long-term liabilities	11,217	14,360	14,495	18,370
Net income (before taxation)	26,519	32,225	32,553	37,428
Less taxation	12,569	15,430	15,562	17,984
Net income (after taxation)	13,950	16,795	16,991	19,444
Plus prior year adjustments:				
Tax	296	324	337	694
Other	89	65	63	185
Disposable income	14,335	17,184	17,391	20,323
Less dividends (net)				
Ordinary	10,222	13,182	13,221	15,873
Preference, etc.	956	1,004	983	963
Less share due to minority interest	274	300	302	265
Balance retained in reserves	2,883	2,698	2,885	3,222

(1) The figures for the pair of years 1960 and 1961 include only companies (with assets of £0·5 million or over or income of £50,000 or more) which were quoted on a United Kingdom stock exchange throughout the two years: those for 1961 and 1962 exclude companies whose accounts for 1962 had not been received by Statistics Division of the Board of Trade by October 31, 1963.

Table 2. Property companies—Balance sheet summary

£ thousand

Balance sheet at end of 'year' (1)	1960	1961	1961	1962
Fixed assets:				
Tangible fixed assets, net	562,307	658,753	661,168	842,154
Goodwill, etc.	6,318	6,212	7,555	7,522
Trade investments	15,793	22,885	23,661	33,612
Investments in unconsolidated subsidiaries	3,903	10,752	10,753	2,477
Total fixed assets	588,321	698,602	703,137	885,765
Current assets:				
Stocks and work-in-progress	19,383	27,048	27,437	36,040
Trade debtors	17,112	18,356	18,567	21,874
Other debtors	7,533	5,842	5,818	8,037
Marketable securities	15,344	19,188	18,641	20,784
Tax reserve certificates	714	752	748	458
Cash	7,671	10,169	9,902	9,990
Total current assets	67,757	81,355	81,113	97,183
Less current liabilities:				
Bank overdrafts and loans	72,918	50,108	50,765	73,032
Trade creditors	21,519	32,899	32,608	33,424
Other creditors	4,887	6,621	6,601	14,595
Dividends and interest due	7,356	9,700	9,632	11,397
Current taxation	10,731	14,179	13,899	16,951
Provisions	2,487	2,222	2,227	2,318
Total current liabilities	119,898	115,729	115,732	151,717
Net current assets	—52,141	—34,374	—34,619	—54,534
Total net assets	536,180	664,228	668,518	831,231
Less future tax reserves	4,072	4,927	4,823	5,658
Less long-term loans	218,782	287,753	290,192	348,622
Less minority interest in subsidiaries	5,518	5,664	5,668	6,559
Shareholders interest in total net assets	307,808	365,884	367,835	470,392
Represented by:				
Issued share capital:				
Ordinary shares	142,435	169,071	173,251	211,355
Preference, etc., shares	24,803	24,945	24,210	24,217
Capital and revenue reserves	140,570	171,868	170,374	234,820
Contracts for capital expenditure not provided for	51,121	82,795	83,777	111,837
Accumulated depreciation on fixed assets	9,744	10,158	10,070	11,861

(1) The figures for the pair of years 1960 and 1961 include only companies (with assets of £0·5 million or over or income of £50,000 or more) which were quoted on a United Kingdom stock exchange throughout the two years: those for 1961 and 1962 exclude companies whose accounts for 1962 had not been received by Statistics Division of the Board of Trade by October 31, 1963.

Property development

Table 2 shows, among current assets of the property companies in 1961, 'stocks and work in progress' amounting to £27 million. This figure represents entries in individual accounts, under 'current assets' (or in some cases, under such descriptions as 'estate development') in the main relating to land and property held for development and sale. Of the 129 companies accounts analyzed for 1961, 58 recorded entries which have been included under the heading of 'stocks and work in progress' in table 2, and of these, 16 com-

Table 3. Property companies—Sources and uses of capital funds during year

£ thousand

Accounts for 'year' (1)	1960	1961	1961	1962
Sources of funds:				
Receipts from issues of:				
Long-term loans	53,121	69,287	70,745	56,474
Ordinary shares	39,189	36,497	37,177	56,294
Preference, etc., shares	68	146	163	664
Total loan and share capital issued	92,378	105,930	108,085	113,432
Increase in amount owing to:				
Banks	32,041	—20,163	—18,085	22,234
Trade creditors	4,768	11,526	11,615	737
Other creditors	—1,143	1,735	1,716	8,025
Addition to accruals:				
Tax	3,255	3,973	3,998	3,348
Dividends and interest	1,782	2,369	2,312	1,735
Total increase in credit received	40,703	—560	1,556	36,079
Balance retained in reserves	2,883	2,698	2,885	3,222
Provisions out of income for depreciation, etc.	2,806	2,163	2,130	2,564
Additions to future tax reserves	1,108	697	600	965
Total addition to reserves and provisions	6,797	5,558	5,615	6,751
Increase in liability to minority shareholders	—135	—66	—64	481
Surplus in disposal of fixed assets	4,615	2,778	2,244	4,147
Other receipts on capital account	17	112	112	60
Total of other sources	4,497	2,824	2,292	4,688
Total sources of funds	144,375	113,752	117,548	160,950
Uses of funds:				
Expenditure on:				
Tangible fixed assets	126,332	86,012	89,255	135,237
Goodwill and other intangibles	—91	411	420	142
Trade investments	4,516	7,114	7,600	10,214
Total expenditure on fixed assets	130,757	93,537	97,275	145,593
Increase in value of:				
Stocks	5,783	7,691	7,885	9,755
Trade debtors	5,969	1,317	774	5,556
Other debtors	3,032	—1,431	—1,312	1,501
Total increase in stocks and debtors	14,784	7,577	7,347	16,813
Expenditure out of provisions	278	540	566	768
Other expenditure on capital account	2,781	597	583	734
Expenditure on acquisition of subsidiaries	29,637	10,269	10,918	22,227
Adjustments due to consolidation	—32,818	—1,141	—1,505	—24,455
Total of other uses	—122	10,265	10,562	—726
Total uses of funds	145,419	111,379	115,184	161,680
Balance represented by:				
Increase in holdings of:				
Marketable securities	—2,150	2,735	3,079	—773
Tax reserve certificates	—552	44	44	—390
Cash	1,471	—657	—1,010	107
Residual and other adjustments	187	251	251	326
Total balancing items	—1,044	2,373	2,364	—730

(1) The figures for the pair of years 1960 and 1961 include only companies (with assets of £0·5 million or over or income of £50,000 or more) which were quoted on a United Kingdom stock exchange throughout the two years: those for 1961 and 1962 exclude companies whose accounts for 1962 had not been received by Statistics Division of the Board of Trade by October 31, 1963.

panies, each with stocks of £0.25 million or more, between them held £26 million out of the total £27 million here recorded as stocks.

These 16 companies had net assets of £72 million in 1961 or 10.5 per cent of all assets of the property companies, and their gross income amounted to £6.9 million, or 13.7 per cent of the total; thus these companies were recording a rather better return on assets – 9.6 per cent on end-1961 assets – than the other property companies. Interest on loan debt of these development companies amounted to only 18 per cent of gross income, against 29 per cent for property companies as a whole. In part this reflects a rather lower gearing of the capital structure – loan capital amounted to 40 per cent of total capital and reserves (against 43 per cent).

Notes and definitions

Companies included

This analysis for the three years 1960-1962 relates to the accounts of about 130 property companies whose shares were quoted on a United Kingdom stock exchange and which had net assets of £0.5 million or more or income of £50,000 or more in 1960.

Method of presentation

Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheets and the profit and loss accounts of subsidiary companies within each group. The statistics are not therefore confined to activities in the United Kingdom. Figures for the earlier of a pair of years include companies which were independent in that year but which were acquired in the later year by another company in the population.

The appendix tables are divided into a standard appropriation of income account, a balance sheet and a table setting out the sources of companies' funds and showing how these funds were used. In the latter table changes which are not due to true cash transactions, for example those resulting from revaluation of fixed assets and reorganization of capital, have been eliminated as far as possible.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

The accounting 'year'.

The figures for the year '1960' relate to companies accounting years finishing between April 6, 1960, and April 5, 1961; other years are similarly defined.

In text table A the figures for property companies include all companies with a stock exchange quotation in 1961 and with assets of £0.5 or more or income of £50,000 or more. In text table B and in the appendix tables the figures for the pair of years 1960 and 1961 include only companies which were quoted on a United Kingdom stock exchange throughout the two years; those for 1961 and 1962 exclude companies whose accounts for 1962 had not been received by October 31, 1963.

(1) See for instance *Board of Trade Journal* of November 1, 1963, and *Economic Trends* December 1963.
(2) Companies with assets and income below the limits were excluded from the analysis; there were about 36 of these small quoted property companies in 1961, but their net assets amounted to only £9 million and their income to £258,000.
(3) Companies' accounting years ending between April 1962 and March 1963 are described as relating to the year 1962 in this article; see *Notes and Definitions* at the end of this article.
(4) See *Financial Statistics*, November, 1963, table 52.

Sharp rise in insurance companies' investments in third quarter

INSURANCE companies' investments in securities, etc., in the third quarter of 1963, at £169·4 million, were £35·3 million higher than in the second quarter. Although this high rate of investment was financed partly by a run down of £12.0 million in cash and other short-term assets, it is clear that there was a sharp increase in the amount of new money coming forward for investment. The total net increase in investment and short-term assets taken together was £157·4 million during the period, £25·7 million more than in the second quarter. The rate of investment in the third quarter was 23 per cent above the annual rate in 1962, and brought net investment for the first three quarters of 1963 to a rate 9 per cent higher than the 1962 rate, compared with a figure of 2 per cent for the first six months of the year. It is not possible to say to what extent this sharp increase reflects seasonal factors – it is possible, for instance, that premium income may be high in the third quarter, or that interest and dividend payments on holdings of company securities may be to some extent concentrated in the period July-September. Alternatively, some special factors may have been at work – for instance, a sharp increase in remittances to head offices of agents' balances, etc. (which are not recorded in the quarterly returns but which amounted to £263 million at the end of 1962) would affect the figures.

The reduction in cash and short term assets in the third quarter is in line with the experience of pension funds reported in an article in last week's *Board of Trade Journal*.

Life funds

Additions to investments of life funds in the third quarter, at £168·3 million, were running at a rate 11 per cent higher than in the first two quarters of the year. Company securities again made up the bulk of the new investment, £77·9 million compared with £56·3 million (quarterly rate) in January-June. New investment in public sector securities, at £48·0 million, was also at a higher rate than in the earlier period. Net purchases of local authority stocks of £13·2 million exceeded net purchases during the whole of 1962 and were well above the purchases in the first six months of the year. There were a number of new issues, as well as calls on recent marketings, during the quarter, although the quarterly rate of local authority new issues was no higher than in 1962. Investment in government securities, on the other hand, at £34·9 million, in total showed little change; purchases of short-term stock – up to 5 years to maturity – at £12·9 million and of 10-15 year stock (£16·8 million) were well above earlier periods, but acquisitions of 'longs' and undated securities (£13·5 million) were at a lower rate than

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was recorded for 1962 or the first half of 1963. New investment in mortgages and loans, at £25·4 million, recovered a little from the low level in the first half of the year, with home house purchase loans sharing fully in the recovery. Investment in land, property and ground rents continued to increase. Cash and other short term assets fell by £18·1 million during the quarter (£11·3 million rise in the first half year) resulting in a total increase in assets during the quarter of £150·1 million compared with a quarterly rate of £134·8 million in the first six months. The total net investment of £419·6 million by life funds during the first three quarters of 1963 is about 14 per cent higher, at an annual rate, than in 1962.

General funds

Net investments (including additions to short-term assets) in general insurance funds during the third quarter, at £7·3 million, reversed the fall of £7·7 million in assets which occurred in the first six months of the year. The main feature was the increase in liquidity. Cash and short-term assets rose by £6·1 million against a fall of £9·1 million between December 1962 and June 1963. Again, seasonal factors may be at work here; companies may, for instance, have been concerned to restore their liquidity following the settlement of claims arising from the winter of 1962/63. Additions to investments of general funds were again small, and in the first three quarters of 1963 has only amounted to £2·5 million, against £38·2 million in 1962.

For notes and definitions see article in *Board of Trade Journal* of October 18, 1963.

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OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.*

Transactions in assets of insurance companies, 1962, first half of 1963 and third quarter, 1963

£ million

Asset	Life Funds					General Funds					Combined Funds				
	Net investment 1962	Net investment 1st half, 1963	3rd Quarter, 1963			Net investment 1962	Net investment 1st half, 1963	3rd Quarter, 1963			Net investment 1962	Net investment 1st half, 1963	3rd Quarter, 1963		
			Assets acquired	Assets realized	Net investment			Assets acquired	Assets realized	Net investment			Assets acquired	Assets realized	Net investment
Public Sector Securities:															
British Government and Government guaranteed securities:															
Period to maturity:															
Up to 5 years	— 2·1	+ 10·7	26·3	13·4	+ 12·9	— 2·7	—2·7	1·9	4·7	—2·7	— 4·9	+ 7·9	28·3	18·1	+ 10·2
Over 5 and up to 10 years	— 79·5	— 6·7	20·9	29·2	— 8·3	— 5·2	+3·0	1·7	6·9	—5·2	— 84·6	— 3·8	22·6	36·1	— 13·5
Over 10 and up to 15 years	— 39·3	— 0·6	27·9	11·1	+ 16·8	— 1·3	—0·1	6·7	3·7	+3·0	— 40·6	— 0·8	34·6	14·9	+ 19·7
Over 15 years	+243·4	+ 52·0	89·0	77·2	+ 11·8	+22·8	—5·3	4·7	2·5	+2·3	+266·2	+ 46·7	93·7	79·7	+ 14·1
Undated	+ 13·5	+ 15·0	25·3	23·6	+ 1·7	— 0·8	—0·4	1·3	1·7	—0·3	+ 12·7	+ 14·6	26·7	25·3	+ 1·4
Local Authorities, etc., securities	+ 13·1	+ 5·0	21·7	8·6	+ 13·2	+ 8·0	+0·8	2·4	1·2	+1·1	+ 21·1	+ 5·8	24·1	9·8	+ 14·3
Total of public sector securities	+149·2	+ 75·2	211·2	163·2	+ 48·0	+20·7	—4·8	18·8	20·6	—1·8	+169·9	+ 70·4	230·0	183·8	+ 46·2
Other investments:															
Company securities:															
Ordinary shares	+ 75·4	+ 42·5	58·9	21·6	+ 37·3	+11·0	+1·4	6·1	6·9	—0·8	+ 86·4	+ 43·9	65·0	28·5	+ 36·5
Preference shares	+ 7·9	+ 9·4	9·2	2·5	+ 6·7	+ 1·4	+0·4	0·6	0·5	+0·1	+ 9·2	+ 9·8	9·9	3·1	+ 6·8
Debentures, etc.	+ 97·0	+ 60·7	43·4	9·6	+ 33·9	+ 2·3	+1·0	1·8	1·4	+0·3	+ 99·3	+ 61·7	45·2	11·0	+ 34·2
Mortgages and loans:															
Home – House purchase loans	+ 58·3	+ 15·3	29·4	19·2	+ 10·2	+ 2·5	+1·1	1·6	1·5	+0·2	+ 60·7	+ 16·5	31·0	20·7	+ 10·3
Other mortgages and loans	+ 47·5	+ 25·3	24·6	9·5	+ 15·0	+ 0·3	+0·3	0·6	0·5	+0·1	+ 47·9	+ 25·6	25·1	10·0	+ 15·1
Overseas	+ 1·5	+ 0·6	0·6	0·4	+ 0·2	+ 0·7	+0·1	0·2	0·1	+0·1	+ 2·2	+ 0·7	0·8	0·5	+ 0·3
Overseas Government, etc., securities	— 4·0	+ 0·5	3·7	3·2	+ 0·6	— 1·9	+1·1	5·1	3·5	+1·6	— 6·0	+ 1·7	8·8	6·7	+ 2·2
Land, property and ground rents	+ 50·0	+ 29·4	18·3	1·9	+ 16·4	+ 0·9	+1·3	1·4	0·3	+1·2	+ 50·9	+ 30·7	19·7	2·1	+ 17·6
Other investments	+ 1·8	— 1·0	0·8	0·8	+ 0·1	+ 0·3	—0·6	0·3	—	+0·2	+ 2·2	— 1·7	1·1	0·8	+ 0·3
Total of other investments	+335·3	+182·0	188·9	68·6	+120·3	+17·5	+6·2	17·7	14·7	+3·0	+352·7	+189·0	206·6	83·3	+123·2
Total of investments	+484·4	+258·2	400·1	231·8	+168·3	+38·2	+1·4	36·4	35·3	+1·1	+522·6	+259·6	436·5	267·1	+169·4
			BALANCES					BALANCES					BALANCES		
			June 30, 1963	Sept. 30, 1963				June 30, 1963	Sept. 30, 1963				June 30, 1963	Sept. 30, 1963	
Cash and other short-term assets:															
Cash in hand and with U.K. banks	+ 4·3	— 4·4	23·2	18·3	— 4·9	— 0·4	—10·0	22·0	25·8	+3·8	+ 3·9	— 14·4	45·2	44·1	— 1·1
U.K. Local Authority bills and temporary money	— 5·3	+ 21·8	32·5	21·3	— 11·2	—12·1	+0·4	4·7	5·9	+1·2	— 17·3	+ 22·3	37·2	27·3	— 10·0
Other short-term assets	+ 6·0	— 6·2	5·5	3·4	— 2·1	— 2·7	+0·5	20·4	21·5	+1·1	+ 3·3	— 5·7	25·9	24·9	— 1·0
Total cash and other short-term assets	+ 5·0	+ 11·3	61·2	43·1	— 18·1	—15·1	—9·1	47·1	53·2	+6·1	— 10·1	+ 2·2	108·3	96·3	— 12·0
Total net investments	+489·4	+269·5			+150·1	+23·1	—7·7			+7·3	+512·5	+261·7			+157·4

— = nil or less than £·05 million.

Orders, deliveries, production and exports in the engineering industries in October

THE FIRST estimates for October indicate that the high rate of ordering of the previous six months was continued in industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification). New export orders were about one sixth higher than in October 1962, much the same rate of increase on a year earlier as in the previous three months. Export deliveries were little higher than in October last year and there was a further increase in the volume of export orders on hand. New home orders in October were over one quarter higher than in October 1962. Although deliveries were again at a higher rate than last year there was another marked increase in the volume of orders on hand for the home market.

It is provisionally estimated that production in the engineering and electrical goods industries in October was 1 per cent higher than in October 1962. Production in electrical engineering was still rising in the third quarter of the year when it was 7 per cent greater than in the comparable period in 1962. In the previous six months the overall increase on a year earlier was 5 per cent. Mechanical engineering output in the same period was higher than a year earlier for the first time since the first quarter of 1962.

More detailed statistics of output in the engineering and electrical goods industries in the third quarter of this year are now available and the value of deliveries of certain mechanical and electrical products are given in Table 3. In the mechanical engineering sector agricultural machinery, contractors' plant and office machinery continued to show substantial rises on a year earlier. Deliveries of shell boilers increased in the third quarter after declining in the first half of the year. Machine tool deliveries were still falling and chemical plant output continued below the level of a year earlier. Higher deliveries were general in the electrical engineering industries with the largest increases in domestic electric appliances and electrical equipment for vehicles. Deliveries of generating equipment and rotating electrical machines and of insulated wires and cables were also substantially higher than in the third quarter of 1962.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Tables 2 and 3 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

(*Tables continued on following pages*).

Engineering industries (a)

Table 1: Index numbers of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1962 1st quarter	121	130	125	130	137	124	118	128	125
2nd quarter	120	122	125	129	124	127	117	121	124
3rd quarter	119	115	117	129	118	119	116	113	116
4th quarter	115	115	126	129	133	132	109	108	123
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter	123	138	123	128	146	133	121	135	120
3rd quarter*	129	136	119	134	137	122	128	136	118
1962 April	121	118	118	130	121	128	118	117	115
May	121	120	124	126	102	126	119	126	123
June	120	127	133	129	152	128	117	118	134
July	119	110	119	130	132	123	115	102	117
August	119	100	100	131	106	98	114	98	100
September	119	137	135	129	117	138	116	144	134
October	118	115	125	129	127	129	114	111	123
1963 April	120	136	113	128	168	128	117	125	108
May	122	140	125	128	136	134	120	141	121
June	123	139	133	128	133	137	121	141	132
July*	124	129	119	129	138	124	122	126	118
August*	126	122	103	132	123	107	124	121	102
September*	129	159	136	134	152	135	128	161	136
October*	132	145	128	136	148	132	130	144	127

* Provisional.
(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

Table 2: Engineering and electrical goods industries (S.I.C. Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)			
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market	
	1958 = 100			1961 = 100	December 1958 = 100			
1958	100	100	100	81	100	100	100	1958
1959	105	103	110	82	101	102	101	1959
1960	114	112	116	91	119	121	118	1960
1961	121	122	120	100	122	127	120	1961
1962	123	122	126	100	118	130	114	1962
1962 1st quarter	124	125	123	101	124	132	121	1962 1st quarter
2nd quarter	125	124	127	107	123	131	120	2nd quarter
3rd quarter	117	115	119	94	123	131	120	3rd quarter
4th quarter	127	123	134	101	118	130	114	4th quarter
1963 1st quarter	126	123	131	111	121	124	119	1963 1st quarter
2nd quarter	124	121	130	111	127	130	126	2nd quarter
3rd quarter	120*	116*	128*	97	134*	136*	134*	3rd quarter
1962 April	119	118	121		124	131	122	1962 April
May	125	123	128		124	128	122	May
June	131	131	131		123	131	120	June
July	118	117	119		122	132	118	July
August	99	98	102		122	133	118	August
September	133	131	137		123	131	120	September
October	126	122	135		122	131	118	October
1963 April	114	111	121		124	130	122	1963 April
May	127	123	134		126	130	125	May
June	132	128	137		127	130	126	June
July	121*	116*	129*		128*	132*	127*	July
August	104*	101*	111*		131*	134*	130*	August
September	135*	130*	144*		134*	136*	134*	September
October	127*	..	..		137*	139*	136*	October

* Provisional.
(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices, of orders held in these industries.

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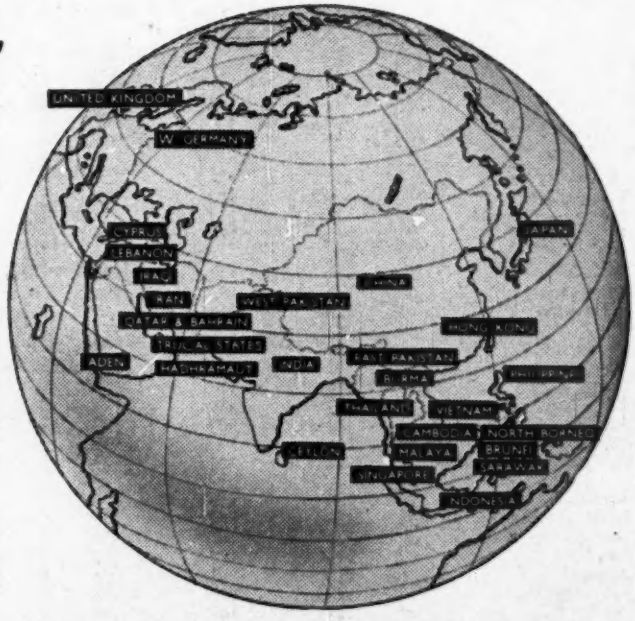

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Table 3: deliveries of certain mechanical and electrical engineering products (a)

£ million

	1960 Year	1961 Year	1962 Year	1962 First Half	1962 Third Quarter	1963 First Half	1963 Third Quarter*
MACHINERY OTHER THAN ELECTRICAL:							
Agricultural machinery	40·9	49·0	49·5	26·5	13·2	28·3	15·4
Metal-working machine tools and welding machinery	111·7	135·6	145·9	74·5	34·7	68·1	30·3
Engineers' small tools and gauges	65·2	75·1	73·1	38·6	16·5	34·6	15·6
Industrial engines	81·5	88·4	80·0	38·7	18·9	40·6	19·0
Textile machinery and accessories	83·6	91·4	86·8	43·7	20·1	41·7	19·5
Contractors' plant and quarrying machinery	93·4	107·2	99·7	51·4	24·6	62·0	29·5
Mechanical handling equipment	86·9	97·5	107·2	54·4	25·7	50·3	25·4
Office machinery	65·7	71·6	72·2	34·9	17·3	39·7	20·3
Mining machinery	46·1	53·6	49·7	25·1	11·8	24·1	13·0
Refrigerating machinery	66·4	57·1	50·6	29·9	12·0	27·5	11·0
Space-heating, ventilating and air-conditioning equipment	43·0	52·4	57·7	28·0	14·2	27·0	13·6
Pumps and industrial valves	93·1	98·3	98·5	50·1	22·9	48·2	23·7
Air and gas compressors and exhausters	26·2	29·2	30·0	15·0	7·3	14·7	8·1
Food and drink machinery	37·3	41·3	42·3	20·9	9·5	19·0	10·1
Packaging machinery	16·6	19·3	22·2	10·8	5·2	11·7	5·6
Steel and non-ferrous metal rolling mills and ancillary equipment	28·6	25·9	38·1	22·2	7·2	11·5	7·4
Other machinery except electrical machinery	200·7	228·2	233·5	117·5	54·8	121·2	61·5
INDUSTRIAL PLANT AND FABRICATED STEELWORK:							
Water tube boilers	57·2	56·5	63·4	29·2	15·4	28·9	15·0
Shell boilers and boilerhouse plant	30·8	32·5	31·2	16·4	6·7	14·7	7·9
Chemical plant	44·4	63·8	61·4	32·5	14·9	25·6	10·5
Iron, steel and non-ferrous metal works plant other than rolling mills	26·2	34·1	31·1	16·0	8·0	13·8	6·9
Other industrial plant and fabricated steelwork	135·7	149·2	161·2	79·1	37·6	72·0	37·9
ELECTRICAL MACHINERY:							
Generating equipment and rotating electrical machines	134·2	140·7	141·6	73·4	31·2	66·7	35·3
Transformers for lighting, heating and power	43·0	48·5	53·9	25·4	13·5	25·5	14·7
Switchgear and control gear	115·8	131·0	134·1	67·0	31·8	67·8	31·9
Other electrical machinery	19·0	22·5	22·2	11·0	6·1	11·0	5·4
INSULATED WIRES AND CABLES	135·5	150·9	152·9	76·6	36·3	76·6	39·0
OTHER ELECTRICAL GOODS (except radio, telecommunications and other electronic apparatus):							
Domestic electrical appliances	130·4	137·7	144·0	64·2	35·8	73·2	41·5
Electrical equipment for motor vehicles, cycles and aircraft	63·6	58·8	65·9	33·5	15·3	38·1	18·3
Primary batteries	14·1	14·8	15·8	7·6	3·6	8·3	4·1
Secondary batteries (accumulators)	26·1	26·4	27·2	13·4	6·1	14·4	6·7
Electric lamps	22·5	25·4	25·6	12·7	5·9	12·6	5·9
Other electrical goods	85·4	91·4	87·1	43·7	20·4	45·3	23·1
SUB-CONTRACT SALES AND COMPONENTS NOT INCLUDED ABOVE	237·4	263·1	269·8	139·2	63·2	136·6	65·0
AMOUNT CHARGED FOR WORK DONE ON CUSTOMERS' MATERIALS AND REPAIR WORK	61·1	68·6	74·9	37·4	17·7	37·9	18·0

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except the ordnance and small arms, scientific, etc., instruments, clocks and watches, telegraph and telephone apparatus and radio and other electronic apparatus industries. Agricultural machinery is included from January 1959 and the output of the other products made by the agricultural machinery manufacturers has been added to the 1959 figures. Excluding deliveries by the smallest firms, estimated at about 2 per cent of the total.

In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.

* Provisional.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday December, 13, 1963. Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Look at Life Series 20:					
Pick of the Bunch	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29036	9	December 10
Report on a River	" "	" "	Br/E 29037	9	December 10
Europe Grows Together	" "	" "	Br/E 29038	10	December 10
The Invisible Asset	Warner-Pathe Distributors Ltd.	Merton Park Productions Ltd.	Br/E 29041	31	December 12
Francis Bacon – Paintings 1944-1961	Gala Film Distributors Ltd.	Samaritan Films Ltd.	Br/E 29043	11	December 13
Movietone News 1800A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28537	6	December 13
Movietone News 1801	" "	" "	Br/E 28538	7	December 13
Pathe News 63-99	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28590	8	December 13
Pathe News 63-100	" "	" "	Br/E 28591	8	December 13
Dr. Syn – alias 'The Scarecrow'	Walt Disney Productions Ltd.	Walt Disney Productions Ltd.	Br/E 29047	98	December 13
		FOREIGN			
Three Came Back	Regal Films International Ltd.	Beckman Film Corporation	F 28983	74	December 9
Knights of the Teutonic Order	Contemporary Films Ltd.	Film Polski	F 29039	181	December 11
Zoom at the Top	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 29040	7	December 11
Palm Springs Weekend	" "	" "	F 29042	100	December 12
The Counterfeiters	Gala Film Distributors Ltd.	Cite-Films, F.A.R.C.	F 29044	98	December 13
Family Diary	" "	Titanus, S.P.A.	F 29045	113	December 13
The Murder Men	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Inc.	F 29046	75	December 13

Retail stocks in October

THE VALUE of retail stocks at the end of October was 2 per cent higher than a year earlier, compared with increases of 1 per cent in September and 2 per cent in August and July. After allowing for seasonal factors, the level of the value of stocks in October regained the slight decrease in September and showed a slight increase over previous months.

In volume terms, stocks showed an increase of 2 per cent compared with a year earlier.

Estimates of changes in total retail stocks

(At cost at end of month). Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1962	124	128	135	137	139	135	132	130	133	144	151	133
1963	130	134	142	142	143	139	135	133	135	147		
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963	+5	+4	+5	+4	+3	+3	+2	+2	+1	+2		
(b) At constant (Dec. 1956) prices												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	113	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	11..	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1962	117	121	127	129	130	125	122	120	123	133	139	122
1963	121	123	131	131	132	129	124	122	124	135		
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962	+1	nil	+2	+2	+2	+1	nil	+2	+1	+3	+4	+4
1963	+3	+2	+3	+2	+2	+3	+2	+2	+1	+2		

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958).

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Provisional figures of UK trade in November

Recorded values (Table A)

United Kingdom exports in November were valued at £353·8 million, imports at £424·9 million, and re-exports at £13·7 million.

Seasonally adjusted values (Table B)

After eliminating normal seasonal variation, United Kingdom exports in the three months September to November were a little less than in June to August. The rate of exports in the first eleven months of the year was 7 per cent more than in the year 1962 as a whole.

On the same basis, imports in September to November were 2 per cent more than in June to August and the average of the first eleven months of the year was 6 per cent more than the average in the year 1962.

Seasonally adjusted monthly average re-exports in September to November amounted to £13 million, the same figure as in June to August. The monthly averages for the first eleven months of this year and for the year 1962 as a whole were also £13 million.

United Kingdom trade

A. Recorded values — £ million per month

	U.K. Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961	306·8	366·3	13·2
1962	316·0	374·4	13·1
1962 3rd quarter	300·6	368·6	11·2
4th quarter	325·4	378·8	14·3
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
1963 June	335·5	383·0	13·1
July	340·4	430·0	12·5
August	328·6	392·7	11·4
September	305·3	386·8	10·8
October	354·9	443·5	13·4
November*	353·8	424·9	13·7

B. Seasonally adjusted values — £ million per month

	U.K. Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1962 3rd quarter	320	385	12
4th quarter	317	374	14
1963 1st quarter	327	375	12
2nd quarter	335	395	13
3rd quarter	346	412	13
1963 June	345	400	14
July	339	419	14
August	351	398	13
September	348	420	13
October	341	404	12
November*	341	423	14
June-August	345	406	13
Sep.-Nov.*	344	416	13
January-November*	337	398	13

*Provisional

Note:

Trade Account figures of imports and exports differ from those for visible trade in the balance of payments, where imports are entered f.o.b. and insurance and freight, in so far as they are paid abroad, are included in invisible expenditure.

Index of retail prices for November

THE Ministry of Labour announce that at November 12 the official index figure which measures changes in the average level of retail prices compared with the level at January 15, 1962 (taken as 100), was 104.0, compared with 103.7 at October 15. The rise in the index during the month was due mainly to seasonal increases in the average prices of household coal and coke.

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Self-service trading

THIS ARTICLE presents information about self-service trading derived from the 1961 Census of Distribution. The main census returns were supplemented by a voluntary inquiry among self-service traders in the spring of 1963.

All traders were asked to indicate on their main census forms which of their shops were run on self-service lines. This enabled figures of turnover and employment to be extracted for self-service shops from the original census returns. The supplementary voluntary inquiry asked for the number of check-outs and for the floor area (divided between selling and other space). A number of retail establishments operate self-service in part of the shop only; these consist mainly of two classes – department stores with food halls run on self-service lines, and co-operative society establishments having ordinary non-food departments in addition to self-service grocery or other food departments. Such shops, not fully operating by self-service, were not required to give floor area or check-outs in the supplementary inquiry but were asked for the value of self-service sales in the census year. A note describing the collection of the self-service information is included at the end of this article.

Summary of self-service sales

Table A below summarizes all self-service sales in 1957 and 1961; for 1961 this information is shown in more detail in Table 1.

In 1961, self-service sales exceeded £500 million, two and a half times the level of 1957. Allowing for non-respondents to the main census over 9,500 stores were operated wholly or partly on self-service lines late in 1961, against nearly 4,000 late in 1957, fewer than 500 in 1950, and 10 in 1947. By the spring of 1963, the numbers were over 11,000 and growing at a rate certainly exceeding a hundred a month.

Table A. Self-service sales in 1957 and 1961

	1957		1961 (a)	
	Number of self-service shops	Turnover	Number of self-service shops	Turnover
		£ million		£ million
Co-operative societies:				
Grocery shops	1,959	112	3,683	191
Department stores' food halls	44	2	59	7
Other shops			58	1
Organizations other than co-operative societies:				
Grocery shops:				
Multiples with 10 or more branches	771	49	2,569	212
Multiples with 5 to 9 branches	431	20	774	40
Independent retailers			2,065	56
Department stores' food halls:				
Multiples with 5 or more branches	17	3	11	3
Independent retailers			36	5
Other kinds of business (b)	100	6	165	13
Unclassified	600 (c)	15	..	..
Total	3,900 (c)	207	9,420	527

(a) Excludes estimates for non-respondents to the main census, but these are unlikely to exceed one or two hundred.
(b) Includes food shops other than grocers, and food departments in, e.g., variety stores.
(c) Rounded.

The share of different forms of organization in the total of self-service business was very different from 1957. Leaving aside the relatively unimportant self-service trading outside the grocery field (including department stores' food halls), the share of co-operative societies was 61 per cent of the total in 1957, but only 39 per cent in 1961. Larger multiples (with 10 or more branches) had about 28 per cent of the turnover in 1957, but 42 per cent in 1961. Retailers with 1 to 9 branches accounted for about 11 per cent of self-service sales in 1957 and 20 per cent in 1961.

The remainder of this article (and Tables 2 to 6) analyses in detail information about grocery shops where self-service operated throughout the shop. These accounted for 8,635 shops out of the total 9,420 shops in all kinds of business using self-service in part or all of the shop and for 91 per cent of their turnover. The number of fully self-service shops in kinds of business other than grocers is too small for useful analysis.

Self-service grocery shops

The detailed analyses of grocery shops operating on self-service lines in 1961 cover an estimated total of 8,635 shops, with sales for the year amounting to £480 million, about 20 per cent of sales in all grocery establishments, against 9 or 10 per cent in 1957.

Numerically, co-operative societies were still, in 1961, the most important form of organization engaged in self-service. They reported 3,370 fully self-service grocery shops in 1961; but while these numbers were less than double the 1957 figure, multiples and independents had more than quadrupled their numbers – multiple grocers (with five or more branches) ran 3,200 and independent retailers (with one to four branches) are estimated to have run 2,065. By the spring of 1963, multiple self-service grocery branches exceeded the number run by co-operatives.

Nearly one in four co-operative society grocery shops were run on fully self-service lines, accounting for 36 per cent of their trade. More than one in six multiple grocery shops were self-service shops, and they handled 36 per cent of multiple grocery business. While self-service among the smallest independents was unimportant, more than one in ten of those independents with turnover above £20,000 were self-service shops, accounting for nearly 13 per cent of the trade in grocery shops of this size.

Turnover size of self-service shops

The average turnover in fully self-service grocery shops in 1961 was over £55,000, compared with £13,000 in other grocery shops. And there were 960 self-service shops with turnover above £100,000 compared with 754 others (see Table 2); of these 960 shops, co-operative societies owned 286 (total turnover £40 million); multiple retailers with five or more branches owned 634 (turnover £134 million); and independent retailers 40 (£7½ million). Only among independent retailers were there fewer self-service than counter-service shops in this size group.

There were 50 grocery shops with turnover above £500,000; 35 of these were run on self-service lines. Five of these self-service

(*Continued on next page*)

Publication of the report on the 1961 Census of Distribution

PUBLICATION OF Part 1 of the census report (Establishment Tables) is expected later this month.

The census report will contain area tables, establishment tables, and organization tables; the area tables are to be published in twelve separate parts, one for each of the standard regions of Great Britain, and one containing summarized figures for all regions and towns. The census report as a whole will, therefore, consist of fourteen parts, together with a supplement bringing together the material published in this series of articles in the *Board of Trade Journal*.

Census of distribution articles

This article is one of a series on the 1961 Census of Distribution. The preliminary results of the census were presented in the *Board of Trade Journal* of February 8. That article included a description of the method of taking the census, notes, and definitions of the terms used.

An article presenting in advance some of the analyses of retail establishments to be published in the first part of the census report appeared in the *Board of Trade Journal* of September 20. Others previously published have been on manufacturers' direct sales to the public in 1961, based on an inquiry taken to supplement the results of the Census of Distribution, which appeared in the *Board of Trade Journal* of February 15; on sales by mail order, on May 31; on sales by mobile shops, on July 19; on department stores on October 4; and on instalment credit trade on November 22.

Copies of articles are available on application to the Census Office, Board of Trade, Lime Grove, Eastcote, Ruislip, Middlesex. (Tel. Pinner 8771, Ext. 227).

grocers reached sales of over a million pounds, a figure attained by only two counter-service grocery shops.

Sales per person engaged

Self-service grocers achieved 20 per cent of all grocers' sales but accounted for only 16 per cent of persons engaged; and they were less dependent on part-time staff than counter-service shops – under one in five self-service staff were part-timers against more than one in four in other grocers.

Average sales per person engaged (counting two part-timers as equivalent to one full-time worker) were £6,200 in self-service shops against less than £4,700 in other grocers (see Table 2). But, as in 1957, the smaller self-service stores had lower sales per person engaged than did other stores of the same size.

Table B. Sales per person engaged in self-service grocers, 1957 and 1961

	Co-operative societies' shops		Multiple retailers' shops (a)	
	Self-service	Other	Self-service	Other
	£	£	£	£
1957 Total	5,697	5,302	5,758	4,583
Under £10,000	2,126	3,826	2,494	3,046
£10,000 and under £25,000	5,034	5,318	5,963	4,107
£25,000 and under £50,000	5,381	5,263	5,033	4,509
£50,000 and under £100,000	5,831	5,361	5,829	4,965
£100,000 and over	5,958	5,739	6,599	6,202
1961 Total	6,244	5,866	6,239	5,163
£10,000 and under	1,848	4,386	1,980	3,166
£10,001 – £20,000	5,488	6,118	3,393	4,574
£20,001 – £50,000	5,999	5,845	5,097	5,121
£50,001 – £100,000	6,296	5,835	6,142	5,397
£100,001 – £200,000	6,847	6,155	6,557	5,617
Over £200,000	6,698	6,055	7,589	6,785

(a) Organizations with ten or more branches in 1957; with 5 or more branches in 1961.

For the most part, sales per employee in co-operative society grocery shops are higher than in multiples, largely because of the greater importance of sales of cigarettes in co-operative branches; and the significance of conversion to self-service therefore seems to be less important for co-operatives than for multiples.

Exceptionally, sales per employee in multiple grocery branches with turnover above £100,000 were higher than those in corresponding co-operative society branches; this was true in both self-service and counter-service shops.

Among independent retailers, except for the smallest, sales per person engaged were for the most part very much higher in self-service stores than in counter-service shops (see Table 2).

Regional distribution

A quarter of all self-service grocers were in the London and South Eastern region, and they accounted for well over a quarter of all self-service sales; this area had only one in eight of all counter-service grocery shops in the country, accounting for a sixth of counter-service sales. Self-service stores have now spread wide; and, while over the country as a whole self-service shops accounted for 20 per cent of all sales by grocers, in none of the standard regions was this share less than 13 per cent. (see Table 3).

The effect of the development of self-service stores and especially supermarkets in the south east may be seen in the reduction in the number of grocery establishments there. Over the country as a whole, the fall in the number of grocery establishments between 1957 and 1961 was not significant – from 151,000 to 150,000. But in Greater London alone, where self-service shops accounted for 34 per cent of all grocers' sales, there was a fall of almost a tenth in the total number of grocery shops, from 14,400 to 13,100. In the rest of the London and South Eastern region, where self-service shops took 23 per cent of all grocers' turnover, there was a fall of about five hundred in the number of shops. (In the Southern and Eastern regions, where self-service accounted for 28 and 27 per cent of sales respectively, there was comparatively little change in the number of grocery shops; but these regions have been amongst the fastest growing in population in recent years, and the Eastern region especially is a large one, with shops spread relatively widely.)

Of the 960 self-service stores with turnover above £100,000 there were 233 in Greater London.

There was a significant difference, however, in the regional distribution of self-service stores as between co-operative societies and other organizations. The main strength of co-operative grocery trading lies in the North Midlands and areas north of it, while the multiple grocers are strongest in the south and east; and this pattern is broadly followed in self-service shops (see Table 3).

Selling space of self-service grocery shops

All large traders and a sample of smaller traders reporting sales by self-service were asked for the floor selling area and other space of their shops, and the number of check-outs. Information based on these questions is shown in Tables 4 and 5. Figures were summarized by selling area in four broad ranges (at intervals of a thousand square feet); as there were so few independent retailers reporting in the larger groups, no attempt has been made to gross up the figures and they are shown as reported. Estimates for the number and turnover of self-service independents who were not selected in the sample or who did not supply the information requested are shown against the headings "not reporting selling area or check-outs".

Table 4 analyses the number and turnover of self-service grocery shops into two broad turnover size groups and two selling space groups, with a further sub-division according to whether or not there were as many as three check-outs. This provides a basis for indentifying "supermarkets" (though the definition used by the Self-Service Development Association also takes account of the range of goods sold). Because turnover is affected by changes in the price level, and is not available to outsiders, the most convenient definition is in terms of floor space and numbers of check-outs; the criteria adopted here is a minimum of 2,000 square feet and 3 check-outs or more.

Of the 3,370 co-operative society self-service grocers in 1961, 203 satisfied these criteria; 506 of the 3,200 multiple branches; but (allowing for traders not in the sample voluntary inquiry), prob-

Table C. Analysis of self-service grocers by selling area, 1957 and 1961

	Number of shops reporting		Average sales per shop		Ratio of selling space to other space		Sales per square foot of selling area		Sales per check-out	
	1957	1961	1957	1961	1957	1961	1957	1961	1957	1961
			£'000	£,000			£	£	£,000	£'000
Co-operative society shops	296	3,342	62	53	1·33	1·22	54	47	30	27
With selling area:										
Less than 1,000 sq. ft.	158	1,832	46	38	1·09	1·02	64	55	28	23
1,000-1,999 sq. ft.	110	1,202	70	62	1·31	1·30	52	46	31	29
2,000-2,999 sq. ft.	18	221	115	90	1·68	1·50	49	39	32	32
3,000 or more sq. ft.	10	87	144	133	2·50	1·22	38	33	37	39
Multiple retailers' shops (a)	438	2,762	75	83	1·02	1·13	62	59	34	34
With selling area:										
Less than 1,000 sq. ft.	254	1,529	35	45	1·04	1·17	53	70	23	28
1,000-1,999 sq. ft.	132	709	66	78	1·27	1·33	50	59	27	32
2,000-2,999 sq. ft.	20	189	190	144	0·76	1·10	82	62	49	38
3,000 or more sq. ft.	32	335	355	233	0·71	1·02	81	52	60	42
Independent retailers (b)	..	591	..	40	..	1·53	..	49	..	27
With selling area:										
Less than 1,000 sq. ft.	..	476	..	28	..	1·60	..	55	..	23
1,000-1,999 sq. ft.	..	77	..	61	..	1·41	..	47	..	30
2,000-2,999 sq. ft.	..	25	..	98	..	1·49	..	44	..	32
3,000 or more sq. ft.	..	13	..	237	..	1·53	..	39	..	53

(a) Organizations with ten or more branches in 1957; with five or more branches in 1961.
(b) Organizations with less than five branches.

ably no more than forty or fifty of the 2,065 independents. The total of about 750 is rather higher than the mid-1961 figure of the number of supermarkets – about 600 – estimated by the Self-Service Development Association (which includes some food halls). But the census figure probably includes several stores opened or converted later in 1961 (a year of rapid increase), or not selling the household requisites called for in the Association's definition.

On any definition, however, the number of really large self-service shops is still relatively small, certainly if the situation here is compared with that in the United States; and there are no examples in this country of the giant supermarket found in the American out-of-town shopping centres. Only 108 of the shops in this country had selling area of 5,000 square feet or more, and only ten exceeded 10,000 square feet. It will be seen also that, if turnover is taken into account, a third of the 750 shops referred to above reported sales in 1961 of £100,000 or less.

Table 5 presents some ratios for self-service shops classified by selling area into four-size groups. Average sales per shop increased much more rapidly through the different size groups for multiples than for co-operative societies. Sales per check-out in multiple shops were higher than in co-operative shops in all four size-groups, and the difference in sales per square foot was even more marked.

Similar information was collected at the time of the 1957 Census of Distribution for a sample of co-operative self-service departments and multiple grocers. These are summarized below (in Table C) alongside the figures for 1961. In some respects the 1961 experience gives the impression of less successful operation, with some cases of smaller sales per check-out and per square foot of selling area.

One result which emerges more clearly in the 1961 figures is a tendency towards lower sales per square foot as shops grow larger in selling space; in 1957 this was obscured by the exceptional experience of the small number of very large multiple self-service shops represented.

A wide variety of experience in fact underlies the averages shown in the tables. The ratio of selling space to other space may be taken as an example. At one extreme there are several cases, especially in smaller premises, where there is negligible or no space at all devoted to stock rooms, etc.; at the other several stores reported three or four times as much space given to stock rooms, etc., as to selling space – stores of this type presumably carrying out a considerable amount of pre-packing at the retail establishment.

Goods sold

Table 6 gives figures for a selection of the items sold most widely in self-service grocery shops; almost all the self-service traders concerned answered the questions about whether certain specified commodities were sold.

In addition to the general run of groceries, some items were sold very widely in self-service grocers, including bread and flour, confectionery, chocolate and sugar confectionery, detergents, polishes, toilet soap and toothpaste, and pets' food. Cigarettes and tobacco, widely sold by co-operative society grocers, whether self-service or counter-service, were sold in two out of three multiple self-service branches (though in only half the multiple counter-service grocery shops).

Rather surprisingly, perhaps, only two out of three co-operative society and multiple self-service branches sold packeted frozen foods in 1961 (one in three of their counter-service branches handled this item); the installation of cabinets for frozen foods is, however, continuing. Five out of six independent self-service grocers handled packeted frozen foods.

Only a few hundred self-service grocers sold items of clothing in 1961. And at that time only about three hundred sold alcoholic drink.

Stocks and gross margins

Figures of stocks and gross margins were collected in the census only for organizations as a whole and not for the individual branches of retail co-operative societies or multiple retailers. Since co-operative societies' branch shops often conduct a wide range of kind of business, it is not possible to provide figures of stocks and gross margins for their self-service activities alone. A number of multiple organizations, however, ran all or most of their shops on self-service lines, and Table 7 compares their margins and stock-turn with counter-service multiple grocers. It will be seen, however, that their numbers were relatively few and this limits the significance of the comparisons. Out of a total turnover of £685 million in multiple grocery organizations (i.e. including all shops belonging to multiple grocery organizations, whether or not every shop was a grocery shop), multiple grocery organizations run entirely on self-services lines accounted for only £29 million, or 4 per cent.

The small number of fully self-service multiples had a faster rate of stock-turn than other organizations (about one and a half times as fast); and their gross margins were significantly lower – 14 per cent, compared with 19 per cent for full counter-service grocery organizations. Wage costs (not shown in the table) were correspondingly lower in self-service organizations; for multiple organizations running all branches by self-service, wages and salaries accounted for 6 per cent of turnover, while for organizations all of whose branches were counter-service, this figure was 10 per cent.

For independent grocery organizations entirely run on self-service lines, stock-turn, as measured by turnover divided by end-year stocks – a ratio of 13 – was a little slower than for counter-service firms (with a ratio of 16). The average self-service gross margin was 13 per cent against 15 per cent for independent counter-service businesses.

Growth in the number of self-service stores

The voluntary inquiry directed to self-service traders asked them to state the number of stores opened or converted to self-service operations between the completion of their census returns and the date of the supplementary inquiry.

Roughly 1,600 self-service stores were added to the number already operated by businesses having some self-service operations in 1961, so that there were over 11,000 self-service establishments in operation by the spring of 1963, excluding any opened by businesses either not in existence in 1961 or having no self-service operations at all in that year. Of the additional 1,600, 536 were opened or converted by co-operative societies, about 900 by multiple grocers, and about a hundred by independents. There were less than a hundred newly opened or converted in other kinds of business (mostly food retailers other than grocers).

Thus, of the minimum figure of 11,000 in the spring of 1963, there were over 4,300 co-operative society self-service stores in all kinds of business (including shops operating only partly by

Table 1. Summary of all self-service sales, 1961

	Number of shops	Turnover
		£'000
Total	9,420	527,352
Co-operative societies	3,800	199,108
Multiple retailers with five or more branches	3,507	266,598
Independent retailers	2,113	61,647
Grocery shops Total	9,091	498,540
Co-operative societies:		
With self-service throughout the shop.	3,370	177,151
With self-service in part of the shop	313	13,842
Multiple retailers with five or more branches:		
With self-service throughout the shop.	3,200	246,296
With self-service in part of the shop	143	5,136
Independent retailers	2,065	56,114
Other food shops Total	126	4,700
Co-operative societies:		
With self-service throughout the shop.	34	704
With self-service in part of the shop	20	247
Multiple retailers with five or more branches:		
With self-service throughout the shop.	35	2,407
With self-service in part of the shop	25	350
Independent retailers	12	992
Department stores (food halls) Total	106	14,623
Co-operative societies	59	7,060
Multiple retailers with five or more branches	11	3,023
Independent retailers	36	4,540
Other shops	97	9,489

Table 2. Analysis of self-service grocery shops by amount of turnover, 1961

	Fully self-service shops					Other shops (a)				
	Number	Turnover	Persons engaged		Turnover per person engaged (b)	Number	Turnover	Persons engaged		Turnover per person engaged (b)
			Full-time	Part-time				Full-time	Part-time	
		£'000			£		£'000			£
Grocery shops Total	8,635	479,561	69,120	16,458	6,200	140,913	1,873,211	338,067	125,478	4,674
Shops having turnover of £10,000 and under	384	2,459	965	257	2,250	118,062	976,624	196,549	82,671	4,105
£10,001– £20,000	1,302	19,592	4,064	1,072	4,259					
£20,001– £50,000	3,806	125,904	19,486	4,658	5,771	22,077	753,736	120,559	38,576	5,390
£50,001–£100,000	2,183	149,987	21,585	4,748	6,260					
£100,001–£200,000	722	97,398	13,047	3,305	6,626	510	68,438	10,711	2,331	5,763
Over £200,000	238	84,221	9,973	2,418	7,532	244	74,414	10,248	1,900	6,645
Co-operative societies Total	3,370	177,151	26,559	3,627	6,244	10,549	310,938	50,238	5,542	5,866
Shops having turnover of £10,000 and under	45	281	146	13	1,848	1,053	7,278	1,573	182	4,386
£10,001– £20,000	286	4,596	846	114	5,488	3,431	51,732	8,023	867	6,118
£20,001– £50,000	1,641	56,195	8,804	1,128	5,999	4,698	146,076	23,601	2,778	5,845
£50,001–£100,000	1,112	76,122	11,277	1,588	6,296	1,174	78,066	12,749	1,258	5,835
£100,001–£200,000	260	33,079	4,508	646	6,847	171	22,225	3,437	349	6,155
Over £200,000	26	6,878	958	138	6,698	22	5,540	855	108	6,095
Multiple retailers with five or more branches Total	3,200	246,296	34,304	10,340	6,239	14,841	432,001	71,823	23,714	5,163
Shops having turnover of £10,000 and under	132	883	385	122	1,980	2,585	16,069	4,131	1,889	3,166
£10,001– £20,000	295	4,550	1,137	403	3,393	4,943	73,390	13,445	5,199	4,574
£20,001– £50,000	1,194	41,213	6,925	2,352	5,027	5,819	176,680	29,418	10,169	5,121
£50,001–£100,000	945	65,441	9,258	2,793	6,142	1,039	67,880	10,832	3,470	5,397
£100,001–£200,000	432	60,564	7,987	2,500	6,557	246	33,916	5,332	1,412	5,617
Over £200,000	202	73,564	8,612	2,164	7,589	209	64,065	8,665	1,555	6,785
Independent retailers Total	2,065	56,114	8,257	2,491	5,906	115,523	1,130,272	216,006	96,222	4,279
Shops having turnover of £10,000 and under	207	1,296	434	122	2,617	106,050	828,134	169,377	74,534	4,008
£10,001– £20,000	721	10,446	2,081	549	4,436					
£20,001– £50,000	971	28,416	3,757	1,178	6,538	9,367	285,033	43,959	20,881	5,240
£50,001–£100,000	126	8,424	1,030	367	6,945					
£100,001–£200,000	30	3,755	552	159	5,950	93	12,296	1,942	570	5,521
Over £200,000	10	3,778	403	116	8,195	13	4,808	728	237	5,683

(a) Includes 456 shops operated partly on self-service lines, with self-service sales valued at £19 million (See Table 1).
(b) Counting two part-time persons engaged as equivalent to one full-time.

Table 3. Analysis of self-service grocery shops by standard region, 1961

	All grocery shops		Self-service grocery shops							
			Total			Co-operative societies		Multiple retailers with five or more branches		Independent retailers	
	Number	Turnover	Number	Turnover	Turnover as percentage of all grocery shops	Number	Turnover	Number	Turnover	Number	Turnover
		£'000		£'000	%		£'000		£'000		£'000
Great Britain	149,548	2,352,772	8,635	479,561	20·3	3,370	177,151	3,200	246,296	2,065	56,114
Northern	10,234	162,348	503	23,306	14·3	120	6,976	264	13,659	119	2,670
East and West Ridings	15,545	201,410	611	26,698	13·2	324	13,910	142	8,270	145	4,498
North Midland	12,550	181,464	644	31,995	17·6	358	18,132	148	10,696	138	3,167
Eastern	9,070	169,166	687	45,621	26·9	208	11,600	294	28,683	185	5,337
London and South Eastern:											
Greater London	13,134	337,032	1,674	113,613	33·7	220	15,785	1,058	86,048	396	11,780
Rest of region	7,067	135,404	485	30,637	22·6	127	6,101	211	20,501	147	4,035
Southern	7,012	132,789	532	37,668	28·3	167	10,400	182	21,755	183	5,513
South Western	10,677	156,561	517	25,782	16·4	264	12,900	107	9,215	146	3,577
Midland	14,999	205,751	801	40,910	19·8	355	21,337	191	12,502	255	7,072
North Western	24,941	294,839	1,100	46,116	15·6	603	26,654	259	14,323	238	5,138
Wales (including Monmouthshire)	10,256	124,826	339	16,348	13·0	199	9,951	63	3,834	77	2,563
Scotland	14,063	251,183	742	40,868	16·2	425	23,314	281	16,788	36	765

Table 4. Analysis of fully self-service grocery shops by turnover and selling area, 1961

	Total		Co-operative societies		Multiple retailers with five or more branches		Independent retailers	
	Number of shops	Turnover	Number of shops	Turnover	Number of shops	Turnover	Number of shops	Turnover
		£'000		£'000		£'000		£'000
Self-service grocery shops Total	8,635	479,561	3,370	177,151	3,200	246,296	2,065	56,114
Having turnover of £100,000 and under Total	7,675	297,942	3,084	137,194	2,566	112,167	2,025	48,582
With selling area below 2,000 sq. ft.	5,416	230,294	2,878	124,620	2,002	90,267	536	15,407
With selling area 2,000 sq. ft. or above:								
having 1 or 2 check-outs	113	6,212	90	5,106	15	751	8	355
having 3 or more check-outs	238	14,503	89	6,338	139	7,617	10	548
Not reporting selling area or check-outs (a)	1,908	46,933	27	1,130	410	13,532	1,471	32,272
Having turnover over £100,000 Total	960	181,619	286	39,957	634	134,129	40	7,532
With selling area below 2,000 sq. ft.	410	55,419	157	20,009	236	32,827	17	2,582
With selling area 2,000 sq. ft. or above:								
having 1 or 2 check-outs	21	2,724	15	1,924	3	429	3	371
having 3 or more check-outs	478	118,739	114	18,024	367	96,452	17	4,263
Not reporting selling area or check-outs (a)	31	4,737	—	—	28	4,421	3	316

(a) Includes establishments of large traders who did not respond to the self-service inquiry and establishments of small traders not selected for this inquiry (see 'Note on method' at end of this article).

Table 5. Analysis of fully self-service grocery shops by selling area, 1961

	Self-service grocery shops		Average sales per shop	Ratio of selling space to other space	Sales per square foot of selling area	Sales per check-out
	Number	Turnover				
		£'000	£'000		£	£'000
Co-operative societies:						
Reporting selling area	3,343	176,021	53	1·22	47	27
Less than 1,000 sq. ft.	1,832	70,231	38	1·02	55	23
1,000–1,999 sq. ft.	1,203	74,399	62	1·30	46	29
2,000–2,999 sq. ft.	221	19,806	90	1·50	39	32
3,000 or more sq. ft.	87	11,586	133	1·22	33	39
Not reporting selling area	27	1,130	42	—	—	—
Multiple retailers with five or more branches:						
Reporting selling area	2,762	228,343	83	1·13	59	34
Less than 1,000 sq. ft.	1,529	68,088	45	1·17	70	28
1,000–1,999 sq. ft.	709	55,006	78	1·33	59	32
2,000–2,999 sq. ft.	189	27,125	144	1·10	62	38
3,000 or more sq. ft.	335	78,124	233	1·02	52	42
Not reporting selling area	438	17,953	41	—	—	—
Independent retailers:						
Reporting selling area	591	23,527	40	1·53	49	27
Less than 1,000 sq. ft.	476	13,314	28	1·60	55	23
1,000–1,999 sq. ft.	77	4,675	61	1·41	47	30
2,000–2,999 sq. ft.	25	2,456	98	1·49	44	32
3,000 or more sq. ft.	13	3,082	237	1·53	39	53
Not reporting selling area	1,474	32,588	22	—	—	—

self-service), about 4,500 belonging to multiple retailers, and over 2,200 belonging to independents. If allowance is made for businesses not operating self-service stores at all in 1961, the number of self-service outlets in Britain in all kinds of business may by now be around the 13,000 mark.

Estimates of numbers of self-service stores made by the Self-Service Development Association correspond fairly well with the census figures. The Association figures include certain shops not in the census count – NAAFI shops, some mobile shops, and shops in Ireland; if these are omitted, the Association's total is about 8,300 for mid-1961. The Association's estimates of conversions over this period is about 160 a month, giving roughly 9,300 for the end of 1961, compared with the census figure of 9,420 excluding non-respondents to the census – not likely to exceed one or two hundred. The Association's estimate for the end of 1962 is about 11,300 (excluding NAAFI shops, etc.)

Note on method

The Census of Distribution for 1961 included all retail establishments. The census form asked traders to indicate in which of their shops, if any, they sold goods by self-service, either throughout the shop, or in part of the shop. The census form defined self-service as 'an arrangement where the customer collects the goods required and pays for them at a check-out point, even if some items (e.g. meats) are served by shop assistants, or if minor sales (e.g. of cigarettes) are made at the check-out point'. The indication of self-service sales was intended to be used, first, to summarize census return information in respect of self-service trade and, secondly, to provide a list of traders who would subsequently be asked for details of selling area and other floor area, and for the number of check-outs.

The census form did not specify a date to which the question about self-service applied, and it may be taken therefore that self-service trading was indicated no matter how late in the census year a shop was opened on self-service lines or converted. The turnover figure reported on the census form for each self-service shop was taken to be self-service for the whole of the year of return, since it was thought unreasonable to create additional work for traders by asking them to provide separate figures for the period of self-service trading. The total figures of self-service turnover are therefore exaggerated in respect of the establishments reported on for 1961; it is not possible to make an accurate estimate of the overstatement, but it is roughly of the order of a twentieth of the total. The number of self-service shops operating is taken to relate to the end of 1961; co-operative societies for the most part report for a year ending between September and January, and the bulk of other grocery organizations return for years ending between December and March.

While most large traders who indicated self-service sales on their census form did so correctly, large numbers of independent retailers answered the question wrongly. Over 9,000 independent retailers indicated self-service operations (some in kinds of business where this method of trading is unknown), a number far in excess of unofficial estimates. In the light of this, in the supplementary inquiry into floor space and number of check-outs, which was carried out on a voluntary basis in the spring of 1963, the form for smaller traders repeated the question on self-service, asking if goods were 'paid for at one or more check-outs'. If the reply to this question was 'No' traders were asked to say what they had initially understood by the question on the census form, and the answers included selling by self-selection (without check-outs in the generally understood sense), sales through automatic machines

Table 6. Selected items sold by self-service grocery shops, 1961

Number

	Co-operative societies	Multiple retailers	Independent retailers
Total self-service grocery shops	3,370	3,200	2,065
Total reporting goods sold	3,370	3,173	591 (a)
Bread and flour confectionery	3,145	3,106	563
Packeted frozen foods	2,212	2,064	498
Carcase meat	635	789	104
Poultry, fresh and frozen	1,723	2,093	420
Fresh fruit and vegetables	2,884	2,345	306
Alcoholic drink	75	165	16
Chocolate and sugar confectionery	3,297	3,022	460
Cigarettes	3,308	2,203	381
Domestic hollow-ware	1,067	241	40
Detergents	3,258	3,022	531
Polishes	3,258	3,022	526
Paint	898	47	36
Stationery	1,117	396	128
Books	145	294	34
Drugs and medicines	2,328	941	205
Face powder, face cream and lipstick	906	637	144
Toilet soap and toothpaste	3,231	2,900	526
Bulbs and seeds	1,808	476	53
Pets' food	3,264	2,971	510
Clothing	193	246	34

(a) This number relates to those approached in the supplementary inquiry who confirmed that they sold by self-service.

Table 7. A comparison of multiple grocery organizations having self-service operations with other organizations, 1961

	Organizations	Turnover	End-year stocks	Turnover divided by end-year stocks	Gross margin (a)	Gross margin as percentage of turnover
	Number	£'000	£'000		£'000	%
Multiple grocery organizations (b) with self-service operations						
In all their branches	14	29,237	1,597	18·3	4,076	13·9
In half or more of their branches	41	82,683	7,106	11·6	14,379	17·3
In less than half of their branches	120	443,911	34,682	12·7	78,415	17·6
Other multiple grocery organizations (b)	361	129,112	10,507	12·2	25,035	19·3

(a) Turnover minus purchases, less stocks at the beginning of the year, plus stocks at the end of the year.
(b) With five or more branches.

and—very frequently—sales by the proprietor himself. In the event, only about one in five independent retailers confirmed that they operated on self-service lines; even among multiple traders (those with five or more branches), about one in nine said that they had indicated self-service trade in error.

Although the supplementary inquiry was run on a voluntary basis the response was very high. Forms were sent to 768 large traders (co-operative societies and multiples); and to a sample of over 4,000 independent retailers including all of those with turnover above £50,000 who had claimed to be selling by self-service. Replies were received from 95 per cent of large traders and about 80 per cent of independents, though not all traders actually selling by self-service were able to provide figures of floor space and check-outs. A telephone follow-up to cover outstanding returns was made to determine the proportion of the traders involved who had answered the initial question correctly so that allowance could be made for this in estimating the total number of independents actually selling by self-service.

Information on floor space and check-outs was obtained for all but 27 of the 3,370 fully self-service grocery shops owned by co-operative societies. Of the 3,200 shops owned by multiple retailers, information was obtained for 2,762. A special attempt was made to obtain this information from all the biggest firms involved, in particular those with 50 or more self-service branches. Only two of the latter did not provide the information, in both cases because it was not readily available and the firms could not undertake the work involved at the time.

The supplementary inquiry addressed to a sample of those independent retailers who indicated on their census return that they sold by self-service, yielded a turnover figure for those traders responding who actually operated by self-service. The percentage that this figure formed of the turnover of all firms responding to the sample inquiry was applied to the total turnover of all independents originally claiming to sell by self-service, in order to arrive at an estimate of turnover for all genuine self-service traders. No attempt was made to estimate floor space and numbers of check-outs for independents other than those who were approached and made a return in the voluntary inquiry.

The supplementary inquiry asked for floor space and check-outs only in respect of fully self-service shops. Where self-service was operated in part of the shop only, the trader was asked only for an estimate of self-service sales in that part of the shop (for the same year of return as in his main census form), and not for floor space and check-outs. Turnover in partially self-service shops is summarized in Table 1.

Traders were asked in the supplementary inquiry to state the number of shops newly opened on self-service lines, or converted to this method of trading, since the completion of their main census form. These forms were sent out at the end of March, and the bulk of the forms were received by the end of May; the estimate of the number of shops additional to those reported at the time of the census may be taken as relating approximately to May, 1963.

Note on Tables

Table 1. This summarizes all the self-service sales reported in the census and the supplementary inquiry, by kind of business and form of organization. It includes shops selling by self-service in part of the shop only. No estimate is included for non-response to the main census.

Tables 2 to 6. These cover grocery establishments and include only those selling by self-service throughout the shop. All figures except floor space and check-outs are taken from the main census returns.

Table 2. This compares fully self-service grocery shops with all other grocery shops; the latter include establishments selling by self-service in part of the shop only. The comparison is by form of organization and amount of turnover. No attempt has been made to estimate for self-service traders among non-respondents to the census, who cannot number more than one or two hundred, and their establishments are notionally included under 'other shops'.

Table 3. This compares the regional distribution of fully self-service grocery shops with the distribution of all grocery shops, and also expresses the former as a percentage of the latter. Separate figures are given in each region for self-service shops by form of organization.

Table 4. This table (together with Table 5) uses information on floor space and number of check-outs collected in the supplementary inquiry. It shows the number and turnover of fully self-service grocery shops by form of organization, analysed into two broad turnover groups (up to £100,000; and over £100,000) and within these into those with selling space, first below 2,000 square feet, and secondly, of 2,000 square feet or above – the latter being subdivided to show separately stores with 3 or more check-outs.

A separate line shows the number and turnover of self-service shops for which no floor space or check-out figures were given. No attempt has been made here to gross up the figures for independent retailers sampled in the supplementary inquiry, and the 'not reporting' line includes estimates of the number and turnover of independent retailers not included in the sample.

Table 5. This table presents certain ratios for fully self-service grocery shops analysed by form of organization and selling area. As well as the number and turnover of shops covered, it shows average sales per shop, the ratio of selling space to other space, sales per square foot of selling area, and sales per check-out. The analysis for independent retailers is limited to those selected in the sample for the supplementary inquiry.

Table 6. This table shows the number of fully self-service grocery shops, by form of organization, reporting the sale of certain items. This information is derived from the main census return; not all traders provided this information and the total of self-service grocers who did is shown in the table. The figures for independents relate only to those sampled in the supplementary inquiry.

Table 7. While Tables 2 to 6 relate to establishments classified as grocery shops, irrespective of the kind of business of the organization to which they belong, this table refers to multiple grocery *organizations*. Thus it includes some shops not classified as grocers where a grocery organization includes establishments in other kinds of business; and it excludes self-service grocery establishments of multiple organizations classified as a whole to other kinds of business.

The information on stocks and gross margins is taken from the main census returns.

While returns of purchases, stocks, etc., were collected in the main census operation from all large traders, only a sample of small independents was required to provide these. Some information on stockturn and gross margins is given in the text of the article, based on census returns made by 109 independents who were required to complete the full census form, and who confirmed in the supplementary inquiry that they operated by self-service.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 2410, *Board of Trade, Horse Guards Avenue, London, S.W.*1. (*Tel. Trafalgar* 8855. *Ext.* 2192). *Telegrams and cables should be addressed 'Boneblack, London.'*

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Exhibitions and Fairs

'Industry shapes its future' exhibition and conference

AN EXHIBITION which aims to be 'a practical shop window of innovation, efficiency and scientific achievement' together with a conference on the theme 'Industry Shapes its Future' are being sponsored by *The Times Review of Industry and Technology*' at Olympia, London, from May 4 to 9, 1964.

The conference, which will emphasize the lessons of National Productivity Year, will look ahead to the 1970's.

The Federation of British Industries, Department of Scientific and Industrial Research, British Productivity Council, and Institution of Production Engineers will each sponsor a day, providing speakers eminent in the fields of market and operational research; automation; product design and testing; and company buying policy.

Committees of people who are well known in industry and technological education, including amongst others Sir Charles Norris, director of the British Productivity Council, Sir Kenneth Hague, chairman of Babcock and Wilcox Ltd., and of the Engineering Institutions Joint Council, Mr. Victor Feather of the Trades Union Congress, and Mr. W. B. Reddaway, editor of the London and Cambridge Economic Bulletin, have been set up to advise on the exhibition and conference. The importance of scientific, technical and management education will be underlined.

At the exhibition many established firms will display technically advanced products and new industries are being encouraged to show how they plan to keep ahead.

The Times Review states: 'As the world's third largest trading nation Britain's reputation as the progressive researcher, designer and producer of finished goods is of the greatest importance to every one of our 50 million inhabitants. The pessimism current in many quarters about our industrial record is both exaggerated and harmful. It is important to emphasize this country's achievement both at home and abroad.

'Because *The Times Review of Industry and Technology* believes that "Made in Britain" is still the first stamp of merit, it is sponsoring an exhibition and conference next year which will demonstrate to people that British industry is second to none and has in many fields taken the lead.

'The six days from May 4 to 9 should be a unique opportunity to gather and exchange information vital to Britain's progress. If your company has a contribution to make to this exhibition of national importance, we sincerely trust you will support us and get in touch with the Production Exhibition Department at Printing House Square as soon as possible'.

International clothing exhibition

MR. EDWARD DU CANN, Minister of State, Board of Trade, has accepted an invitation to open the International Clothing Trade Exhibition on April 10, 1964 at Olympia, London. The exhibition, which will be open until April 15, is the fifth of a series and products shown will include industrial sewing machines and ancillaries from Great Britain, Czechoslovakia, East and West Germany, Italy, Japan, Sweden and the United States; cutting room equipment; work table and transport equipment; belt, buckle and button making machinery; pressing and finishing equipment; handling, storage and transit containers; interlinings; bindings; fasteners; cotton and synthetic threads; work ticket systems; packaging materials; and other items.

Members of a six man delegation from Thailand which visited the Royal Smithfield Show, Earls Court, on December 4. The delegation was led by H.E. Luang Bhadravadhi, Ambassador of Thailand to Pakistan, and included representatives of various commercial government departments. From left to right are: Mr. Nam Phoonwathu, Deputy Director-General of the Department of Foreign Trade, Bangkok; Mr. E. C. Lanning, Assistant Secretary (Overseas), British Agricultural Engineers Association; H.E. Luang Bhadravadhi; Colonel Thin Bunnag, Deputy Director, Export Promotion Board, Office of the Prime Minister and Mr. P. K. Guenebault, Board of Trade.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Europe	*Dec. 13*	*Mar. 6*
United Kingdom	*Nov. 1*	*Feb. 7*
Outside Europe	*Oct. 4*	*Jan. 3*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3096, Europe: 3097 United Kingdom and Outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates fair which is held annually at approximately the time stated.*

† *indicates fair which is held in alternate years at approximately the time stated.*

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on December 13, November 1 and October 4, respectively.

EUROPE

Additions:

FLORENCE: 28TH INTERNATIONAL TRADE FAIR OF HANDICRAFTS – April 24-May 10, 1964.
* Apply, Nostra-Mercato Nazionale Dell Artigianato, Piazzo Della Liberta 1, Florence.

PARIS: PLEASURE BOAT SHOW – May 14-31, 1964.
* Apply, Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

UNITED KINGDOM

Addition:

MANCHESTER: BUILDING TRADES EXHIBITION – October 6-17, 1964, at the City Hall.
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

OUTSIDE EUROPE

Additions:

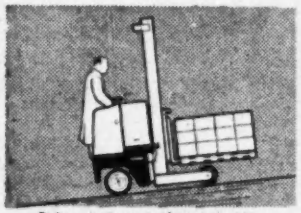
MINNEAPOLIS: BOAT, SPORTS AND TRAVEL SHOW – March 27-April 5, 1964.
* Apply, General Shows Inc., 409 Times Building, Minneapolis 1.

BULAWAYO: CENTRAL AFRICAN TRADE FAIR AND EXHIBITION – April 23-May 2 ,1964.
* Apply, General Manager, Bulawayo Agricultural Society, P.O. Fomona, Bulawayo, S. Rhodesia.

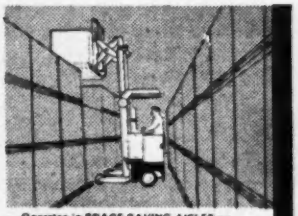
CASABLANCA: INTERNATIONAL TRADE FAIR – April 30-May 17, 1964.
* Apply, British Chamber of Commerce, 101 Boulevard Mohammed El Hansali, Casablanca.

NEW YORK: STATIONERY SHOW – May 17-22, 1964.
* Apply, George Little Management Inc., 220, Fifth Avenue, New York 1, N.Y.

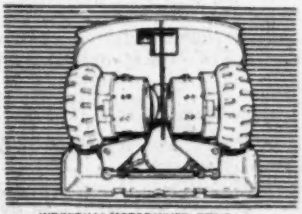
CHICAGO: ELECTRONIC PARTS DISTRIBUTORS SHOW – May 18-20, 1964.
* Apply, Electronic Industry Show Corporation, 100 South Wacker Drive, Chicago.



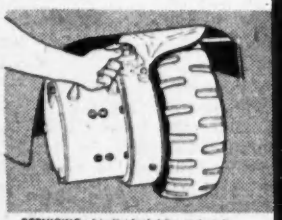
Performs continuously at fast speeds with full loads, on long ramps, indoors or out — large hydraulic brakes give maximum braking effort.



Operates in SPACE SAVING AISLES as narrow as 7 feet stacking standard pallets.

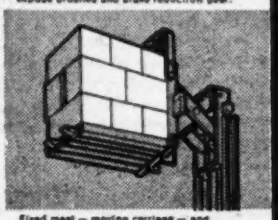


INDIVIDUAL MOTOR WHEEL DRIVE puts maximum power to work right where it is needed.



SERVICING of individual drive motors is simple — just turn to full lock, remove pin, swing out and remove cover plate to expose brushes and brake reduction gear.

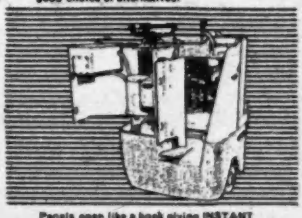
POWER STEERING — standard on dual drive models, optional with single wheel drive — provides positive control and reduces manual effort.



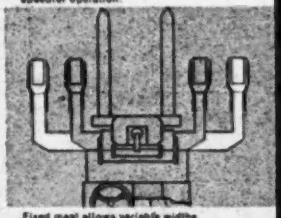
Fixed mast — moving carriage — and tilting forks give MAXIMUM STABILITY.

INSTANT ACCESS TO BATTERIES for topping-up. Battery slides out on built-in rollers or can be lifted away by sling. RECTANGULAR BATTERIES give a good choice of alternatives.

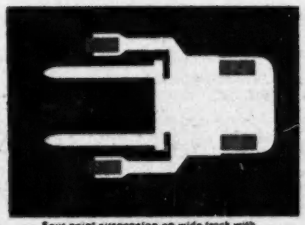
Wide Fixed mast gives strength and rigidity and EXCELLENT VISIBILITY which is unaffected by reach — Fixed mast gives constant vision, and speedier operation.



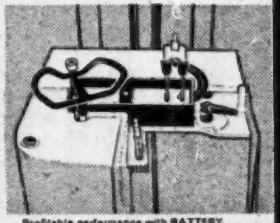
Panels open like a book giving INSTANT ACCESSIBILITY to all controls and components.



Fixed mast allows variable widths between the legs for increased stability and high stacking.



Four point suspension on wide track with full width treaded cushion tyres allows high traction speed over very rough surfaces with perfect safety.



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HIGH SPEED OF LIFT, 36 feet per minute laden, 48 feet per minute unladen. Stacks 4,500 lb. load to 14 feet and 4,000 lb. load to 20 feet.

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Overseas Trade and Exports

Turkey presents new trading opportunities

A special report by O. F. REICHWALD, chairman of the Turkey Panel of the Export Council for Europe.

TURKEY IS NOT an easy market to assess in that it is undergoing considerable change, but on the other hand, changes of the sort that are going on in Turkey do present opportunities to exporters, especially of capital goods and services.

The country has a population of nearly 30 million of whom no less than 40 per cent are under the age of 20. The birth rate is higher so that the population is growing at the rate of approximately one million each year. There is a general stirring for improvement of living standards and conditions. The key to the economic development of Turkey during the next few years is undoubtedly the Five-Year Development Plan which is the first attempt by any Turkish Government to direct and develop the country on rational lines.

The Plan which covers the years 1963 to 1967 is in fact only the first stage of a Fifteen-Year Plan, the basic aim of which is to achieve an annual rate of growth of 7 per cent over the whole period. Development is directed toward industrialization on an increasing scale coupled with expanding agricultural production by increased mechanization.

The import projections of the Plan for capital goods rise from $241 million in 1963 to $363 million in 1967. This compares with the equivalent figure for consumer goods of $71 million in 1963 to $93 million in 1967. It will be clear from these figures that the Turkish market is of interest to exporters of capital goods rather than consumer goods.

Progress of the Turkish economy is dependent on the very considerable efforts being made by the Turks themselves and on substantial overseas assistance in the form of foreign exchange. There are encouraging signs in that some very necessary tax reforms have been made, further that an Agreement, signed in 1959, for the consolidation and early repayment of commercial debts to United Kingdom nationals is being scrupulously observed and lastly import regulations have been so designed that another pile up of debts should be avoided. A consortium of eleven nations including Britain and the United States has, within the framework of OECD, arranged to meet Turkey's expected foreign exchange deficit in the first year of the Five-Year Plan by means of loans, credits etc.

The political situation is not as stable as one would wish but all levels of Turkish life are firmly allied to the West and it seems unlikely that political changes which may occur during the next few years will seriously jeopardize the continuance of the Five-Year Plan which appears to have the solid support of industry and commerce, as well as government which sponsored it.

It is through the Five-Year Plan that new opportunities are opening up for British manufacturers of capital equipment. Details can be obtained by reference to the global import quotas which are published from time-to-time in the *Board of Trade Journal*. The Plan also looks for an increase in foreign capital investment. United Kingdom manufacturers should benefit directly and immediately from the fact that the United Kingdom has agreed, as a contribution to the OECD aid, to lend Turkey nearly four million pounds to finance the purchase of a wide range of capital and semi-capital goods from this country.

The question of credit facilities is one that is always recurring and since the Export Credits Guarantee Department have restored short-term cover there has been a noticeable increase in the type of business covered by these short-term financing facilities.

The United Kingdom is already Turkey's third largest supplier of goods and services and the Turks themselves are most anxious to increase the trade between the two countries. Business visitors are made most welcome not only by potential customers in Turkey but also by governmental and other institutions.

The number of British executives visiting Turkey has been rather small in the past, but numbers have been increasing significantly during 1963 and it would undoubtedly be beneficial if this trend of personal visits at executive level were to continue.

British companies who are considering exporting to Turkey should undoubtedly appoint a local agent who should preferably have an organization covering both Istanbul, the main commercial centre, and Ankara, the seat of government. The appointment of an agent should only be undertaken after a personal visit to the country. There are a number of agency companies with good connections able to take on additional commitments.

British exporters have the advantage of a strong and well-organized British Chamber of Commerce in Istanbul who have undertaken responsibility for the organization of the British Pavilion at the annual trade fair at Izmir. Goods exhibited at this fair are imported under special advantageous conditions. In conclusion, it may be said that Turkey is a market which will repay cultivation and may well expand rapidly between now and 1970.

'Buy American' Legislation

In the article entitled 'Some Questions and Answers about the American West' that appeared in the *Board of Trade Journal* of October 4, 1963, the paragraph headed 'Is there a Market for Capital Goods and Engineering Supplies?' has been revised as follows, to make clear the distinction between the Federal and State 'Buy American' legislation.

IN MANY WAYS, the industrial market is a more satisfactory one to develop than the consumer market inasmuch as there is less pressure on prices, more appreciation of quality and not as much change. On the other hand, it will often require more effort to develop. In California, and the State of Washington, the market for industrial supplies and equipment is complicated by the fact that many plants are engaged upon defence contracts and are working to American defence specifications.

The sale of components to the electrical industry, for example, can be held up by real or imaginary difficulties under the Federal 'Buy American' Act. This also applies to sales of heavy electrical equipment in Washington and Oregon where local lobbying in connection with government purchases is another limiting factor. Moreover, the State of California, but not other States in the West, has its own 'Buy American' legislation, the general effect of which is to prohibit the State, county and municipal governments from buying their requirements abroad except when unobtainable from domestic suppliers.

One or two agencies of local government have nevertheless purchased foreign heavy equipment in the recent past, and legal decisions in the lower and medium level State courts have recently held this legislation void where it resulted in the outlawing of goods from countries which are members of the General Agreement on Tariffs and Trade. This development is encouraging, although not yet definitive.

The City of Los Angeles has stringent Building and Safety Regulations which apply to all products sold within the city limits. Imported

products – especially if they include electrical parts – sometimes have to be modified to take these regulations into account. The fact that a product has been approved by the United States Underwriters' Laboratories does not necessarily ensure its acceptance by the Building and Safety Department of the City of Los Angeles although such approval is usually sufficient in other parts of California.

Despite these obstacles, a market for a wide range of capital and engineering equipment does exist. This is proved by the fact that British firms are selling, or have sold, such diverse items as machine tools, marine engines, mine cars, agricultural equipment, packaging machinery, tile making machinery, printing presses and scientific instruments.

A number of the leading American engineering designers and contractors have their headquarters in the Western States. These firms buy equipment and material for large projects situated in many parts of the world, and there is scope for 'off-shore' sales to them. Such sales do not suffer from any 'Buy American' restrictions.

TRADE AND FINANCIAL ARRANGEMENTS

Italy and Sweden

THE ITALIAN Minister of Foreign Trade in a Circular dated November 6, announced that the trade agreement between Italy and Sweden has been tacitly renewed for a further 12 months from November 1, 1963.

The exchanges continue to be regulated on the basis of the dispositions laid down in the Circular of January 4, 1962.

For Italian exports to Sweden, the general export rules laid in the Ordinary Supplement to the *Gazette Officiale* No. 246 of October 1, 1964, are still in force (i.e., the Italian 'negative' Export List of goods still subject to licensing).

Automatic licensing of printing machinery and motor vehicles is continued as laid down in Foreign Trade Circulars of January 12, 1963 and April 12, 1963.

Finland and United States

ACCORDING TO AN announcement by the Ministry of Finance, the Finnish Government received a loan of U.S. $10 million from the First National City Bank on November 26. The loan runs for three years and interest is tied to the general interest level in the United States. The minimum interest is 4½ per cent and the maximum 6½ per cent.

British commercial representatives in Jamaica, Malaysia and India

THE FOLLOWING amendments should be made to the list of British commercial representatives overseas published in the *Board of Trade Journal* of October 11, 1963 (pages i-viii).

Jamaica

The title 'Office of the British Trade Commissioner', Kingston, Jamaica, should be amended to read:

'Office of the Principal British Trade Commissioner.'

Malaysia

Mr. H. O'Brien, until recently a British Trade Commissioner in New Delhi, has been appointed as British Trade Commissioner at Jesselton, Sabah (North Borneo), and will take up his appointment at the end of January 1964.

The office address of the British Trade Commission at Sabah, should be amended to read:

Keng Chiew Association Building,
PO Box 824,
Jesselton,
Sabah, Malaysia. Tel. 4233, 4378 and 4424.

The telegraphic address is unchanged.

India

Mr. F. E. Wildman, an Assistant British Trade Commissioner in New Delhi, has been appointed on promotion as a British Trade Commissioner at the same post in succession to Mr. H. O'Brien.

Hints to businessmen visiting Ghana

A REVISED edition of the booklet on GHANA has been published in the series of 'Hints to Business Men'.

British businessmen who intend visiting that country on export business can obtain copies of the booklet on application to Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2928), or to any Regional Office of the Board of Trade, or *on personal application to* Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Information for United Kingdom exporters

Brief details are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 433) (Telex 25977). Copies of particular Bulletins containing further details of the items referred to below can be obtained from the same address on remittance of cash with order of the sum of 2s. per copy.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated.

Tender documents are available for loan in those cases marked with an asterisk.*

AUSTRALIA

Grit Collection and Washing Equipment for Brisbane City Council. January 10, 1964. E.S.B. 38690/63.

Lightning Arresters for Cairns Regional Electricity Board. January 15, 1964. E.S.B. 38650/63.*

Pumping Unit for Metropolitan Water, Sewerage and Drainage Board. January 14, 1964. E.S.B. 38376/63.

Radiosonde Transmitter for Department of Supply, Melbourne January 23, 1964. E.S.B. 38644/63.*

Vibrating Rollers for State Stores Board. Brisbane. January 2, 1964. E.S.B. 39090/63.*

BURMA

Lifts for National Housing and Town and Country Development Board. December 30. E.S.B. 39096/63.*

Electrical Materials for Electricity Supply Board. Closing date not known. E.S.B. 39581/63.*

Burma Railways:

Neckties. January 16, 1964. E.S.B. 39314/63.*

Valves and Stop Cocks. Closing date not known. E.S.B. 39316/63.*

Meters and Filters. Closing date not known. E.S.B. 39317/63.*

Pipes and Fittings. Closing date not known. E.S.B. 39315/63.*

Civil Stores Committee:

Glass Rice Measures. January 13, 1964. E.S.B. 38623/63.*

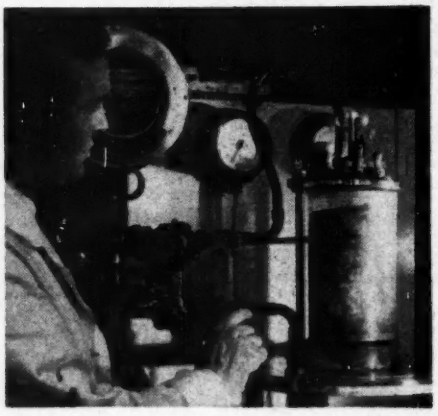
Metals; Fumigant. January 13, 1964. E.S.B. 38613/63.*

Searchlight Carbons. January 16, 1964. E.S.B. 39082/63.*

Chain Block. January 13, 1964. E.S.B. 39083/63.*

Lenses; Lamp. January 13, 1964. E.S.B. 39084/63.*

Screws, Nuts and Staples. January 13, 1964. E.S.B. 39085/63.*



Encapsulation of a high voltage transformer at the Leicester works of Parmeko Ltd., a casting process which employs epoxy resin combinations and affords complete protection to the transformer. Similar casting techniques will be used in the production of the ignition transformers for a £40,000 contract awarded to the firm to supply resin cast ignition transformers to the Scandinavian oil burner manufacturing industry.

Grinding Machines. January 13, 1964. E.S.B. 39086/63.*

Welding Arc. January 13, 1964. E.S.B. 39088/63.*

Tents. January 16, 1964. E.S.B. 38634/63.*

Solder. January 15, 1964. E.S.B. 39033/63.*

Machine Tools. January 15, 1964. E.S.B. 38632/63.*

Electrical Equipment. January 15, 1964. E.S.B. 39024/63.*

Outboard Motors. January 16, 1964. E.S.B. 39030/63.*

Pumps. January 16, 1964. E.S.B. 39032/63.*

Belt Conveyors. January 16, 1964. E.S.B. 38635/63.*

Spring Wire. January 15, 1964. E.S.B. 38631/63.*

M.S. Electrodes. January 13, 1964. E.S.B. 38622/63.*

Drills. January 13, 1964. E.S.B. 39095/63.*

Wool; Nylon. January 13, 1964. E.S.B. 39318/63.*

Paper; Board; Foil and Tear Tape. December 30. E.S.B. 39100/63.*

Metals (Expanded). January 13, 1964. E.S.B. 39089/63.*

Linoleum. January 13, 1964. E.S.B. 39094/63.*

Window Blinds. January 13, 1964. E.S.B. 39093/63.*

CANADA

Toronto Transit Commission:

Subway Cars. Tender documents now available. E.S.B. 37645/63.*

Trackwork Insulator Chairs. January 7, 1964. E.S.B. 38630/63.

CEYLON

Anhydrous Sodium Sulphite for Eastern Paper Mills Corporation. January 7, 1964. E.S.B. 38627/63.*

Crane for Ministry of Land, Irrigation and Power. January 28, 1964. E.S.B. 38372/63.*

Gunny Sacks for Ministry of Agriculture, Food and Co-operatives. January 22, 1964. E.S.B. 38319/63.*

Paper and Boards for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 37423/63.*

Sewerage Project for Colombo Municipal Council. Advance Information. E.S.B. 38741/63.

Sizing Materials; Tallow for Ministry of Local Government and Home Affairs. January 6, 1964. E.S.B. 38373/63*

State Engineering Corporation of Ceylon:

Scaffolding. December 30. E.S.B. 38680/63.

Roller Shutter Gates. December 30. E.S.B. 38681/63.

Ministry of Health and Housing:

Pharmaceuticals. February 25, 1964. E.S.B. 39399/63.*

Pharmaceuticals. February 24, 1964. E.S.B. 39400/63.*

COLOMBIA

Construction of a Pier for National Petroleum Company. January 30, 1964. E.S.B. 39330/63.

Fire Engines for Municipality of Manizales. Closing date postponed to January 20, 1964. E.S.B. 34525/63.*

CYPRUS

Republic of Cyprus:

Air Conditioning/Ventilating Equipment. January 25, 1964. E.S.B. 38642/63.

Heating Plant. January 25, 1964. E.S.B. 38643/63.

ECUADOR

Seed Treatment Equipment; Platform Scales; Laboratory Equipment; Diesel Generators for Ministry of Development. December 31. E.S.B. 39321/63.

EGYPT

Plant for Manufacture of Plastic Sacks for General Organization for Executing the Five Year Plan. (Further Information.) Closing date postponed to January 28, 1964. E.S.B. 28401/63.

Steel Bars for Egyptian Railways. February 10, 1964. E.S.B. 38700/63.

FORMOSA

Plastic Making Machine and Plant; Grinding Machine for China Man-Made Fiber Corporation. January 16, 1964. E.S.B. 39328/63.*

Asia Cement Corporation:

Drilling Machine. January 10. E.S.B. 39329/63.*

Power Hammer. January 10, 1964. E.S.B. 39385/63.*

Scientific Instruments. January 10, 1964. E.S.B. 39384/63.*

Spectrophotometer. January 10, 1964. E.S.B. 39383/63.*

Central Trust of China:

Bentonite. January 20. 1964. E.S.B. 39337/63.

Oil Gasification Plant. January 29, 1964. E.S.B. 38619/63.*

Oil Burner and Seperator for Boiler. December 31. E.S.B. 38620/63.*

Pumping Unit (Barge). December 31. E.S.B. 39388/63.*

Pump Bushings. (This tender has been reissued.) Closing date now December 30. E.S.B. 35582/63.*

Wire Rope. December 30. E.S.B. 38621/63.*

FRANCE

Building Project for Unibinette de Clermont-Ferrand. January 4, 1964. E.S.B. 38370/63.*

GERMANY (FEDERAL REPUBLIC)

NATO Infrastructure Contracts:

The German Authorities:

Earth and Concrete Work, Road Construction. Apply by January 2, 1964. G.D. 714/63/2(513.)

Earthwork, Road and Building Construction. Apply by January 2, 1964. G.D. 714/63/2(312.)

Supply and Installation of Two Steel Tanks. Apply by January 2, 1964. G.D. 477/63(309.)

Supply and Installation of 4 Standby Power Plants. Apply by January 2, 1964. G.D. 477/63(310.)

Supply and Laying of Pipes within a POL Storage Site. Apply by January 2, 1964. G.D. 477/63(311.)

GREECE

Drugs and Reagents for Institute of Social Insurance. January 4, 1964. E.S.B. 39097/63.*

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Ministry of Trade:
Aluminium Ingots. January 31, 1964. E.S.B. 38381/63.*
Cables. January 24, 1964. E.S.B. 38383/63.*
Veterinary Supplies. January 16, 1964. (This tender is repeated.) E.S.B. 32066/63.*
Visual Approach Slope Indication. January 9, 1964. E.S.B. 38382/63.

GUATEMALA

Iron and Copper Tubing; Valves for Instituto Co-operativo Interamericano de la Vivienda. January 3, 1964. Tender documents in Spanish now available. E.S.B. 39034/63.*

HONG KONG

Steel Pipes for Government Tender Board. January 3, 1964. E.S.B. 39036/63.*

INDIA

Brick-Making Plant for Government of West Bengal. (Further Information.) Closing date postponed to January 6, 1964. E.S.B. 27806/63.
Construction Project for Nagpur Irrigation Circle. (Corrigendum.) E.S.B. 37446/63.
Coal Unloading and Handling Plant for Damodar Valley Corporation. February 4, 1964. E.S.B. 38614/63.*
Distribution Board for Hindustan Steel Ltd. January 6, 1964. E.S.B. 38606/63.*
Earth Dam Construction for Government of Maharashtra. January 6, 1964. E.S.B. 38400/63.
Inert Cells for Department of Supplies and Disposals. January 15, 1964. E.S.B. 38646/63.
Lathe for Hindustan Shipyards Ltd. (Further Information)—Amendment to specification. Closing date now December 30. E.S.B. 34764/63.*
Pumps for Central Stores Purchase Department, Andhra Pradesh. January 4, 1964. E.S.B. 39009/63.
Railway Electrification Project for Eastern Railways. Closing date postponed to January 25, 1964. E.S.B. 30753/6
Steel Flats, Sheets, Rods, Bars; Wire for Maharashtra Small Scale Industries Development Corporation Ltd. (Further Information.) E.S.B. 37444/63.*
Steel Trucks and Barrows for Bombay Port Trust. January 6, 1964. E.S.B. 38604/63.
Railway Tipping Trolleys; Railway Track for Industries and Commerce Directorate, Madras. December 31. E.S.B. 38344/63.*
Switchgear for National Coal Development Corporation Ltd. January 23, 1964. E.S.B. 38639/63.*
Transformers for Madras State Electricity Board. January 17, 1964. E.S.B. 39004/63.*
Worm Reducers for Beas Dam Project. (Further Information.) December 30. Tender documents now available. E.S.B. 37406/63.*
Indian Rare Earths Ltd.:
Mechanical Thickeners. January 20, 1964. E.S.B. 39013/63.
Pyrolusite Preparation Plant. January 20, 1964. E.S.B. 39014/63.
Procurement Circle, Talwara Township:
Dies and Die Heads. December 30. E.S.B. 39003/63.
Furnaces. February 24, 1964. E.S.B. 39005/63.*
Lead. December 30. E.S.B. 39002/63.
Steel. January 6 1964. E.S.B. 39001/63.
South Eastern Railway:
Directional Radio Multichannel Communication. March 20. E.S.B. 38389/63.
Route Relay Interlocking Stations. Tender documents now available E.S.B. 33699/63.*
Atomic Energy Establishment:
Valves. Tender documents now available. E.S.B. 38398/66.*
Micro-Voltmeter; Pico-Ammeter. Tender douments now available. E.S.B. 38188/63.*
Maharashtra State Electricity Board:
Electrical Substation Equipment. (Further Information.) Tender documents now available. E.S.B. 36433/63.*
Oils. January 16, 1964. E.S.B. 38686/63.
Constructional Project. January 7, 1964. E.S.B. 38687/63.
Weigh Bridge; Wagon Tippler; Conveyor. January 20, 1964. E.S.B. 38399/63.*

IRAN

Cellulose Wrapping for Iranian Tobacco Monopoly. February 12, 1964. E.S.B. 39038/63.*
Grader Blades; Nuts and Bolts for Ministry of Roads. January 6, 1964. E.S.B. 38638/63.*
Wire for Ministry of PTT. January 22, 1964. E.S.B. 38637/63.
State Railways:
Electric Fans. January 28, 1964. E.S.B. 39026/63.*
Rolling Stock; Spare Parts. January 29, 1964. E.S.B. 39027/63.*
Drills. February 8, 1964. E.S.B. 39028/63.*
Pentachlorophenol. February 9, 1964. E.S.B. 39029/63.*
Rubber Cushion. February 12, 1964. E.S.B. 39025/63.*

IRAQ

Boring Machines for Baghdad Water Supply Administration. January 15, 1964. E.S.B. 39021/63.
Spare Parts for Power Unit for Ministry of Defence. Closing date postponed to January 22, 1964. E.S.B. 32673/63.*
Typewriter for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 37480/63.*
Ministry of Health:
Refrigerators. (Further Information.) Tender documents now available. E.S.B. 35536/63.*
Water Coolers. January 5, 1964. E.S.B. 35546/63.*
Government Oil Refineries Administration:
Oil Drums. January 21, 1964. E.S.B. 39015/63.
Motor Grader. January 7, 1964. E.S.B. 39016/63.
Ministry of Municipal and Village Affairs:
Electrical Sets. Closing date postponed to January 28, 1964. E.S.B. 35094/63.*
Electrical Sets. Closing date postponed to February 4, 1964. E.S.B. 35092/63.
Electrical Sets. Closing date postponed to February 11, 1964. E.S.B. 35095/63.*
Electrical Sets. (Further Information.) Closing date postponed to February 4, 1964. E.S.B. 35084/63.*

IRISH REPUBLIC

Miscellaneous Stores for Coras Iompair Eireann. January 8, 1964. E.S.B. 39325/63.
Solar Timeswitches; Globes for Pedestrian Crossings for Dublin Corporation. January 7, 1964. E.S.B. 38645/63.

ITALY

Electron Tubes for Headquarters Allied Land Forces, Southern Europe. January 9, 1964. E.S.B. 38641/63.
N.A.T.O. Infrastructure Contract:
Supply and Installation of Transmitters and Receivers for Italian Authorities. Apply by February 9, 1964. G.D./661/63222.)

JORDAN

Crane for Jordan Petroleum Refinery Co. Ltd. January 30, 1964. Tender documents (specification only) available for loan. E.S.B. 39338/63.
Heating Elements for The Jordan Cement Factories Co. Ltd. January 4, 1964. E.S.B. 39341/63.*

KUWAIT

Construction Project for Kuwait Airways Corporation. January 18, 1964. E.S.B. 38689/63.
Geological Survey for Ministry of Finance and Industry. January 1, 1964. E.S.B. 35287/63.
Sewage Constructional Project for Ministry of Public Works. (Further Information.) Closing date postponed to January 11, 1964. E.S.B. 37088/63.
Vehicles for Municipality of Kuwait. December 30. E.S.B. 38652/63.

LIBYA

Sewage and Storm Water Drainage Project for Ministry of Planning and Development. February 26, 1964. E.S.B. 39327/63.

MALAYSIA

Pumps for Ministry of Agriculture and Co-operatives. February 21, 1964. E.S.B. 38647/63.
Water Treatment Plant for State Engineer, Pahang Kuantan. February 29, 1964. E.S.B. 38648/63.

NETHERLANDS

Road Surface Hardening for Directorate of Waterways. January 14, 1964. E.S.B. 39342/63.

NEW ZEALAND

Cable for Christchurch Municipal Electricity Dept. January 16, 1964. E.S.B. 37679/63.*
Switchgear for Waitemata Electric Power Board. February 7, 1964. E.S.B. 39061/63.*
General Post Office, Wellington:
Connectors. January 17, 1964. E.S.B. 38678/63.*
Guillotine. January 21, 1964. E.S.B. 39526/63.*
Handlamps. January 16, 1964. E.S.B. 38668/63.*
Radio Components. January 23, 1964. E.S.B. 38669/63.*

NIGERIA

Switchgear for Electricity Corporation of Nigeria. January 14, 1964. E.S.B. 38636/63.

NORWAY

N.A.T.O. Infrastructure Contract:
Supply of VHF/UHF Radio Link Equipment for the Norwegian Authorities. Apply not later than January 1, 1964. G.D. 876/62 (69.)

PAKISTAN

Abrasives for Pakistan Western Railway. January 1, 1964. E.S.B. 39040/63.*
Cable for Telegraph and Telephone Directorate General. January 15, 1964. E.S.B. 39008/63.
Directorate of Supply:
Brass Strainer. December 30. E.S.B. 38667/63.*
Chemicals. January 15, 1964. E.S.B. 38654/63.*
Steel Conduit and Accessories. December 30. E.S.B. 38666/63.*

PORTUGUESE EAST AFRICA

Electrical Equipment for Ports, Railways and Transport Department February 20, 1964. E.S.B. 39006/63.
School Constructional Project for Public Works Department December 31. E.S.B. 39323/63.
Spraying Equipment for Mocambique Cotton Institute. December 31. E.S.B. 39322/63.

PORTUGUESE WEST AFRICA

Medical Supplies for Health Services. February 5, 1964. E.S.B. 39324/63.

SALVADOR

Salon de Concursos:
Hospital Equipment. January 28, 1964. E.S.B. 39068/63.*
Hospital Equipment. January 30, 1964. E.S.B. 39070/63*
Hospital Oxygen Apparatus and Equipment. January 31. 1964. E.S.B. 39071/63.*

SAUDI ARABIA

Road Construction Equipment for Ministry of Communications. Closing date postponed to January 5, 1964. E.S.B. 23311/63.*

SOUTH AFRICA

Ionisation Discharge Detector for Town Clerk, Johannesburg. Closing date postponed to January 14, 1964. E.S.B. 36485/63.*
Switchgear for City Council of Pretoria. January 21, 1964. E.S.B. 39019/63.
Turntable Extension Ladder for Town Council of Springs. January 10, 1964. E.S.B. 38685/63.*
Tender Board, Cape Provincial Administration:
Brushes (Stencil and Artists). January 3, 1964. E.S.B. 38640/63.*
Scanning Stereoscope. January 3, 1964. E.S.B. 38677/63.*
South African Railways:
Channel Carrier System. January 10, 1964. E.S.B. 38682/63.*
Electric Lamps. January 10, 1964. E.S.B. 38683/63.*
Railway Coaches. March 5. E.S.B. 38676/63.

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BIRMINGHAM
912/4 KINGSBURY ROAD, ERDINGTON.
ERDINGTON 7321/3.

State Tender Board:
Alternator Sets. January 9, 1964. E.S.B. 38660/63.*
Machine Tools. January 9, 1964. E.S.B. 38657/63.*
Angles and Clamps. January 8, 1964. E.S.B. 38664/63.*
Steel Tube (with Couplings). January 2, 1964. E.S.B. 38659/63.*
Aircraft Testing Instruments. December 30. E.S.B. 38662/63.*
Lifting and Pulling Machines. January 13, 1964. E.S.B. 38663/63.*
Polyethylene Line Insulator. January 8, 1964. E.S.B. 38665/63.*
Sand Washing Plant. January 9, 1964. E.S.B. 38656/63.*
Bundling Machines. January 10, 1964. E.S.B. 38386/63.*
Footwear. January 6, 1964. E.S.B. 39064/63.*
Pumping Sets. January 9, 1964. E.S.B. 38658/63.*
Trailers. January 10, 1964. E.S.B. 38661/63.*
Trailers. January 15, 1964. E.S.B. 39065/63.*
Trailers with Water Tanks. January 10, 1964. E.S.B. 38385/65.*

SOUTH VIETNAM

Central Purchasing Authority:
Diesel Engine Spares. January 3, 1964. E.S.B. 38691/63.*
Railway Track Scales. January 8, 1964. E.S.B. 39047/63.*
Truck Equipment; Diving Equipment. January 8, 1964. Specification in French available for loan. E.S.B. 39331/63.

SPAIN

Minister of Public Works:
Clamshell Buckets. (Further Information.) January 31, 1964. E.S.B. 34359/63.
Constructional Project. February 7, 1964. E.S.B. 39072/63.
Weighing Scales; Mechanical Handling Equipment for Servicio Nacional del Trigo. December 30, 1964. E.S.B. 39073/63.
Microwave System; Telephone Material for Ministerio del Aire. January 15, 1964. E.S.B. 38673/63.

SUDAN

Passenger Vehicles for Khartoum Province Council Transport Committee. January 15, 1964. E.S.B. 39340/63.*
Vehicles for Civil Aviation Department. December 31. E.S.B. 38693/63.*
Department of Posts and Telegraphs:
Radio Telephones Receiving Terminals. January 29, 1964. E.S.B. 39304/63.*
Radio Telephones. January 27, 1964. E.S.B. 39303/63.*
Ministry of Works:
Building Project. January 16, 1964. E.S.B. 39077/63.
Glazed Tiles. December 30. E.S.B. 39301/63.*
M.S. Angles. December 30. E.S.B. 39302/63.*

THAILAND

Steel for Highways Dept., Phya Thai. January 9, 1964. E.S.B. 39044/63.
Sealing Lead for State Railway. January 3, 1964. E.S.B. 39043/63.
Transformers for Metropolitan Electricity Authority, Bangkok. January 9, 1964. E.S.B. 39011/63/D.L.F.*

TUNISIA

Empty Glass Capsules for La Pharmacie Centrale. January 15, 1964. E.S.B. 39046/63.*

TURKEY

Cable for PTT Genel Mudurlugu. December 30. E.S.B. 39348/63.*
Excavators for State Hydraulic Works. January 6, 1964. E.S.B. 39347/63.
Water Monitors; Hydrophore Plants for Denizlik Bankasi Tao. January 6, 1964. E.S.B. 39344/63.*
Turkish Maritime Bank:
Anchors. January 3, 1964. E.S.B. 39345/63.*
Ice Cream Making Machine. January 6, 1964. E.S.B. 39346/63.*

UNITED STATES OF AMERICA

Foodstuffs for United Nations Purchase and Transportation Division, New York. January 7, 1964. E.S.B. 38688/63.*
Spacecraft Laboratory Constructional Project for U.S. Army Engineer District. (Further Information.) Prequalification date postponed to January 10, 1964. E.S.B. 34745/63.*

URUGUAY

Ferrocarriles del Estado:
Pig Iron. January 20, 1964. Tender documents in Spanish available for loan. E.S.B. 39339/63.*
Split Pins. January 27, 1964. Tender documents in Spanish available for loan. E.S.B. 39333/63.*

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Inquiry for air conditioning equipment; builders hardware; glass; lifts; marble cladding; refrigeration equipment. (E.S.B. 38016/63.)
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Inquiry for chemicals. (E.S.B. 37242/63.)
Advice to British exporters regarding representational arrangements. (E.S.B. 38758/63.)

Austria
Opportunity to show British goods at Vienna fair.

The Bahamas
Agency inquiry for sugar. (E.S.B. 36807/63.)

Bermuda
Inquiry for aircraft cargo-handling equipment. (E.S.B. 38883/63.)

Canada
Agency inquiry for plastics extrusion and moulding equipment. (E.S.B. 31311/63.)
Agency inquiry for pottery. (E.S.B. 38796/63.)
Inquiry for pedestal desks; plastics office furniture; offset duplicating machines. (E.S.B. 38526/63.)
Inquiry for machinery and plant. (E.S.B. 38738/63.)
Inquiry for chinaware; gift items. (E.S.B. 38444/63.)
Inquiry for testing equipment. (E.S.B. 38258/63.)

Ceylon
Inquiry for machinery and plant. (E.S.B. 38481/63.)

Chile
Agency inquiry for vibrators for concrete. (E.S.B. 38889/63.)

Denmark
Agency inquiry for anti-corrosion tape. (E.S.B. 38499/63.)
Market report on confectionery. (E.S.B. 32829/63.)

Dominican Republic
Inquiry for automobile spares; vehicles. (E.S.B. 38455/63.)
Economic report, January-June 1963. (C.R.E. 887/G.)

Eastern Aden Protectorate
Agency inquiry for sugar; cement; water pipes; building reinforcing bars; household fittings and furniture. (E.S.B. 33032/63.)

Ecuador
Inquiry for pharmaceuticals; machinery for manufacturing pharmaceuticals. (E.S.B. 38573/63.)

Fiji
Agency inquiry for ball point pens; razor blades; paper and bags; suitings; foodstuffs. (E.S.B. 33520/63.)
Inquiry for consumer goods. (E.S.B. 38882/63.)

Formosa
Inquiry for machinery for cement products. (E.S.B. 37837/63.)

France
Agency inquiry for garage equipment; machinery and tools; pumps. (E.S.B. 38764/63.)
Agency inquiry for roller bearings. (E.S.B. 31365/63.)
Agency inquiry for camping and open-air equipment. (E.S.B. 38445/63.)
Agency inquiry for chemists sundries; medical equipment; toilet preparations. (E.S.B. 22202/63.)
Agency inquiry for automatic vending machines; biscuits; tinned foods. (E.S.B. 38242/63.)
Market report on beer. (E.S.B. 37827/63.)
Development prospects in the Provence – Côte D'Azur – Corse region. (E.S.B. 35669/63.)

France/Czechoslovakia
Trade Agreement. (C.R.E. 6208/G.)

Germany
Agency inquiry for drills. (E.S.B. 38534/63.)
Market report on major outlets for consumer goods. (E.S.B. 25701/63.)
Import opportunity – livestock and carcases of sheep and lambs. (C.R.E. 158/62.)

Ghana
Inquiry for machinery and plant. (E.S.B. 8658/63.)

Honduras, Republic of
Inquiry for bottles; corks; jars; containers for pharmaceuticals. (E.S.B. 38471/63.)

Hong Kong
Agency inquiry for textiles. (E.S.B. 38442/63.)

India
Economic report, July-September 1963. (C.R.E. 2220/G.)

Iraq
Inquiry for packing machinery; plastics containers. (E.S.B. 38933/63.)

Irish Republic
Inquiry for mining equipment. (E.S.B. 38430/63.)

Italy
Agency inquiry for graphite electrodes; stainless steel; steel strips. (E.S.B. 38549/63.)
Agency inquiry for invalid carriages and appliances; orthopaedic equipment. (E.S.B. 38215/63.)
Agency inquiry for scrap iron. (E.S.B. 38559/63.)
Inquiry for bits for pneumatic drills; motor compressors. (E.S.B. 38243/63.)
Inquiry for chamois leather. (E.S.B. 38245/63.)
Architectural competition. (E.S.B. 38607/63.)

Japan
Agency inquiry for woollen and worsted textiles. (E.S.B. 38212/63.)

Kenya
Agency inquiry for elastic bands; sewing threads; yarns. (E.S.B. 38951/63.)

Malaysia
Agency inquiry for textile piece goods. (E.S.B. 38713/63.)
Inquiry for chemicals; pharmaceuticals. (E.S.B. 38206/63.)

Mexico/Italy
Trade Agreement. (C.R.E. 5817/G.)

Muscat and Oman
Economic report, July-September 1963. (C.R.E. 4825/2/G.)

Nigeria
Agency inquiry for sports footwear. (E.S.B. 37574/63.)

Norway
Inquiry for stainless hardware. (E.S.B. 38269/63.)

Pakistan
Economic report, July-September 1963. (C.R.E. 7251/G.

Peru
Tobacco products. (E.S.B. 37821/63.)

Portugal
Agency inquiry for ceramic glazing products. (E.S.B. 38875/63.)

Portuguese West Africa
New industries (E.S.B. 38431/63.)

South Africa
Inquiry for hardware; electrical accessories; leather; moccasins; packaging materials; paint raw materials; printing accessories. (E.S.B. 35271/63.)
Inquiry for camping equipment. (E.S.B. 38470/63.)

Sweden
Inquiry for sailing dinghies. (E.S.B. 38843/63.)

Switzerland
Agency inquiry for construction equipment; quarrying machinery. (E.S.B. 38879/63.)
Agency inquiry for earthenware. (E.S.B. 38900/63.)
Agency inquiry for women's coats. (E.S.B. 38725/63.)

Syria
Inquiry for railway accessories. (E.S.B. 38476/63.)

Trinidad
Agency inquiry for brushes; Christmas cards. (E.S.B. 38414/63.)
Inquiry for jams; cotton prints. (E.S.B. 38209/63.)

Trucial States (except Abu Dhabi)
Market report on textiles. (E.S.B. 31398/63.)

Northern Trucial States
Market report on flour and tea. (E.S.B. 36871/63.)

Turkey
Agency inquiry for cigarettes; spirits; tonic water. (E.S.B. 38260/63.)
Collaboration – adhesive bandages. (E.S.B. 38290/63.)

Uganda
Agency inquiry for switchgear. (E.S.B. 38809/63.)
Agency inquiry for feltbase floorcovering; confirming house. (E.S.B. 37563/63.)

U.S.A.
Agency inquiry for shoes. (E.S.B. 38280/63.)
Inquiry for band saw steel. (E.S.B. 38285/63.)
Inquiry for pumps. (E.S.B. 38060/63.)
Inquiry for bottle filler. (E.S.B. 37998/63.)
Manufacture under licence – heating system for asphalt plant. (E.S.B. 38298/63.)
Manufacture under licence – lock mechanism. (E.S.B. 38510/63.)
Manufacture under licence – aluminium grid plates for laundry machinery. (E.S.B. 37731/63.)
Automotive Show. (E.S.B. 18012/63.)

Venezuela
Inquiry for toilet equipment. (E.S.B. 38596/63.)

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that is the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN FREE TRADE ASSOCIATION

Reduction of tariffs

AT THEIR meeting in May, EFTA Ministers decided on an accelerated time-table for completing the elimination of protective tariffs and quantitative restrictions on imports of industrial goods traded from one EFTA country to another. The revised time-table was published in the *Board of Trade Journal* of June 21, 1963 (page 1424); it will be recalled that the next reductions, to 40 per cent of the base date tariff rates, will be made on December 31, 1963.

Certain products which hitherto have not been affected by the EFTA tariff cuts will also be deleted on that date from Annexes D and E (agricultural and fish products) of the EFTA Convention this will mean that tariffs on these products are reduced to 40 per cent of the base rates on December 31. These products are:

ex 02.04	Whale meat
ex 05.04	Sausage casings of pigs, of a c.i.f. import value exceeding £10 per cwt. (50.8 kg.) or an equivalent value in other currencies.
ex 05.04	Edible guts, bladders and stomachs whole and pieces thereof, of sheep and pigs, other than sausage casings.
ex 07.01	Garlic, fresh or chilled.
ex 07.04	Garlic, dried, dehydrated or evaporated, whole, cut, sliced, broken or in powder, but not further prepared.
ex. 08.03	Figs, fresh.
ex 08.05	Almonds and chestnuts, fresh or dried, shelled or not
ex 15.07	Oils for technical purposes, extracted from olive residues by means of chemicals.
ex 20.02	Olives prepared or preserved otherwise than by vinegar or acetic acid
ex 20.06	Nuts prepared or preserved

On the same date the United Kingdom and Denmark (but *not* other EFTA countries) will make similar reductions, to 40 per cent of the base date rates, on the following processed food products:

11.07	Malt, roasted or not.
ex 16.02	Liver paste, not canned
19.02	Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes, containing less than 50 per cent by weight of cocoa.
ex 20.02	Potato crisps.
ex 21.06	Pressed yeast.

Finally, on whale meat and on those EFTA fish products (*except* chilled or frozen fish fillets) which are already subject to reduced EFTA rates of duty, the United Kingdom will eliminate or reduce its present tariffs for imports from EFTA in accordance with the following arrangements:

(a) *Tariffs on the following products already reduced for EFTA to less than 5 per cent ad valorem*—to be eliminated on December 31, 1963:

16.04 (B)	Fish roes (other than caviar or caviar substitutes) prepared or preserved.
16.04 (C)	Salmon, canned.
16.05 (B) (1)	Prawns, canned and
(C)	Shrimps, canned.

(b) *Tariffs on the following products at present standing for EFTA at 5 per cent ad valorem or more*—to be reduced by one-half on December 31, December 1963, and eliminated one year later:

03.03 (C)(1)	Peeled prawns (chilled or frozen)
05.05 (B)	fish waste
ex 05.15 (B)(1)	Salted fish roes
15.04 (B)	Cod liver oil
15.04 (C)	Fats and oils, of fish and marine mammals, whether or not refined.
ex 15.08 (D)	Oils wholly obtained from fish or marine mammals.
ex 15.10	Fatty acids, acid oils (from refining), fatty alcohols, wholly obtained from fish or marine mammals.
15.12 (C) (1)	Fats and oils wholly obtained from fish or marine mammals.
15.14	Spermaceti, crude, etc.
16.04 (A), (D) and (E)	Prepared or preserved fish (other than the products covered by (a) above. covered by (a) above).
16.05 (A), (B)(2) and (D)	Prepared or preserved crustaceans and molluscs (other than the products covered by (a) above).
23.01 (B)	Flours and meals of meat, offals, fish, crustaceans or molluscs, unfit for human consumption; greaves .
23.07 (C) (1)	Fish solubles.

(c) The EFTA tariff on whale meat (ex 02.04 (C)) will be reduced to 2½ per cent ad valorem on December 31, 1963, and eliminated one year later.

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of November 26, (*Moniteur Belge* No. 239 of November 29) contains an addition and an amendment (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries. Goods imported under a duty tariff quota may NOT be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported, except where the goods are the subject of an unlimited quantity quota. The Order came into force on December 1, 1963.

Addition

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Import Duty (Per cent)	
		OLD (Prior to Dec. 1, 1963)	NEW (From Dec. 1, 1963)	OLD (Prior to Dec. 1, 1963)	NEW (From Dec. 1, 1963)
08.04 B I	Grapes, dried, in packages of a net weight of not more than 15 kg.	—	70†	9·6	6

†Quota for the period from December 1, 1963, to December 31, 1963.

Amendment

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Import Duty (Per cent)	
		OLD (Prior to Dec. 1, 1963)	NEW (From Dec. 1, 1963)	OLD (Prior to Dec. 1, 1963)	NEW (From Dec. 1, 1963)
77.01 A	Unwrought magnesium . .	360	500	Free	Free

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of September 13, 1963, page 594.

EUROPEAN ECONOMIC COMMUNITY

Tariffs in the EEC

THE *Journal Officiel des Communautes Europeennes* dated December 10 contains the text of a Decision taken by the Council of the European Economic Community concerning the total and partial suspension of the Common Tariff during 1964 for the following products:

Tariff Heading	Description of Goods	Common Tariff Rate of Duty for 1964
ex 13.03 A V	Pyrethrum extract	Total suspension
14.02 B I	Vegetable hair	Total suspension
ex 27.07 G	Aromatic products for the manufacture of carbon blacks	Total suspension
ex 27.14 C	Extracts obtained by the treatment of lubricating oils with selective solvents for the manufacture of carbon blacks	Total suspension
ex 28.52 B	Rare earth metal chlorides	2%
ex 29.01 C I	Alpha-pinene	6½
ex 29.01 C I	Camphene	6½
ex 29.01 D VI	Divinylbenzene	8½
ex 29.13 F	1 : 4-Naphthaquinone	6½
ex 29.13 F	1 : 4-Naphthaquinone	Total suspension
ex 29.16 A IV c	Tributyl acetylcitrate	Total suspension
ex 29.35 E	Pyridine	Total suspension
ex 29.35 O	*OO*-Diethyl *O*-4-methyl-2-*iso*propylpyrimid-6-yl phosphorothioate	6%
ex 29.35 O	Paraquat dichloride	6½
ex 29.35 O	2-Chloro-4-ethylamino-6-*iso*propylamino-*sym*triazine	6½
ex 29.35 O	2-Chloro-4 : 6-di(ethylamino)*sym*triazine	6½
ex 29.35 O	Diquat dibromide and dichloride	6%
ex 29.35 O	1-Phenylpyrazolid-3-one	Total suspension
ex 29.35 O	4-Ethylamino-2-methoxy-6-*iso*propyl-amino*sym*triazine	6%
ex 29.35 O	2-Chloro-4 : 6-di(*iso*propylamino *sym*triazine	6%
ex 32.03	Sodium salt of butylnaphthalenesulphonic acid condensed with formaldehyde	Total suspension
ex 38.08 C	Methyl esters of rosin whether or not hydrogenated	Total suspension
ex 38.08 C	Hydroabietyl alcohol, technical	Total suspension
ex 38.19 Q	Mixtures of aldehydes obtained from lignin	Total suspension
ex 38.19 Q	Mixed tertiary mercaptans	Total suspension
ex 39.02 B III	Polysulphohaloethylenes in one of the forms mentioned in Note 3 (a) and (b) to Chapter 39	4%
ex 39.02 B VIII	Vinyl chloride-vinylidene chloride copolymers containing at least 80 per cent by weight of vinylidene chloride, in one of the forms mentioned in Note 3 (a) and (b) to Chapter 39	4%
ex 39.02 B XIV a	Sodium salt of a copolymer of *iso*butene and maleic anhydride, in one of the forms covered by Note 3 (a) and (b) to Chapter 39	Total suspension
ex 39.02 B XIV a	Vinylidene fluoride-hexafluoropropene copolymers in one of the forms mentioned in Note 3 (a) and (b) to Chapter 39	4%
ex 39.03 D I	Cellulose acetate phthalate	4%
39.03 E I a	Ethylcellulose (unplasticized)	4%
ex 39.03 E I b	Ethylhydroxyethylcellulose	4%
ex 44.28 B	Shingles for roofing or facing purposes, of coniferous wood	Total suspension
70.19 A I a	Glass beads, cut and polished mechanically	Total suspension
79.19 A III a	Imitation precious and semi-precious stones, cut and polished mechanically	Total suspension
ex 76.16 C	Plates or sheets, made up of foil, superimposed and glued in staggered formation at regular intervals, imported in the following dimensions: Length: from 815 mm. to 865 mm. both measurements inclusive; Width: from 575 mm. to 625 mm. both measurements inclusive; Thickness: from 65 mm. to 80 mm. both measurements inclusive	7%
ex 39.01 B VIII	Polyoxymethylene resins in use in one of the forms mentioned in Note 3 (a) and (b) to Chapter 39	4% Until June 30, 1964
ex 48.01	Paper and paperboard (including cellulose wadding), machine made, in rolls or sheets: E. Other: II. Not specified: Japanese paper (special long fibre paper)	Total suspension until June 30, 1964.

Of the suspensions, total or partial of the Common Tariff during 1963, reported in previous issues of the *Board of Trade Journal*, the following contained in notices published on July 19, October 4 and December 6, 1963, carry on into 1964.

Tariff Heading	Description of Goods	Common Tariff
51.01	Yarn of man-made fibres (continuous), not put up for retail sale: ex B. Yarns of fibres described in Note 1 (b) to this Chapter: Hollow filament yarn of man-made fibres	Total suspension until December 31, 1964
62.03	Sacks and bags, of a kind used for the packing of goods: B. Of woven fabrics of other textile materials: I. Used: (b) Other than of woven fabrics of flax or sisal	15% until December 31, 1964.
17.01	Beet and cane sugar, solid	Total suspension until March 31, 1964.

(*Continued in next column*)

Suspension of duties on molasses

THE *Journal Officiel des Communautes Europeennes* dated December 4 contains the text of a Decision taken by the Council of the European Economic Community authorizing Belgium, Italy, Luxembourg and the Netherlands to totally suspend, with regard to third countries and until December 31, 1963, their duties applicable to molasses of the tariff sub-heading 17.03 B. IV.

AUSTRIA

Documentation required for textile imports

H.M. EMBASSY in Vienna have reported that an Austrian Ministry of Finance decree which entered into effect on November 15, 1963, has been issued to the Customs authorities. This decree requires the following descriptive details of imported textiles to be furnished by the importers:

(a) Type of textile fibre used (composition of raw materials), e.g., cotton, rayon, fleece wool, etc., and the percentage ratio of component fibres in a blended cloth.
(b) Width of the material.
(c) Weight per square metre or per metre length.

For printed cotton fabrics intended for outer or underwear the following additional details are required, except in the case of deliveries by post and of freight consignments of not more than 300 metres in length of each article:

(d) Number of threads per square centimetre.
(e) Yarn count.
(f) Type of weave, e.g., calico weave, twill weave, satin weave, jacquard weave.
(g) Finish, e.g., mercerised, sanforised, pre-shrunk, non-iron, crease-resistant, water-repellent, the type of printing, the number of colours printed.

Provision is also made for importers who may be importing a number of consignments of the same cloths over a period. Provided samples of these cloths are deposited with the Austrian Customs authorities the importer may be excused repeating on each declaration form the required details of the cloth. In such cases a reference to the samples deposited is all that is required on the Customs declaration form.

Any inquiries arising from this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Exts. 458, 459 or 461).

Anti-dumping law

IT is further reported by H.M. Embassy in Vienna that two Ordinances were issued on October 16 under the authority of the Austrian Anti-Dumping Law which came into effect on June 7, 1962.

The first Ordinance lists cotton yarn, not put up for retail sale (Tariff Nos. 55.05E 1a and 55.05E 2a), as being exposed to the danger of low price imports within the meaning of paragraph 6 (1) of the Anti-Dumping Law. It also changes the definition of a low price import in relation to such cotton yarn to one that is more than ten per cent below the average price for such products manufactured and marketed in countries with a reasonable wage level (the general definition of a low price import in accordance with the Law is one that is more than twenty per cent below the average price level).

The second Ordinance lists Tariff Nos. 39.03A 1 and 39.07, cellulose packing and wrapping materials, as being exposed to the danger of dumping.

Another Ordinance was issued on August 12, 1963, listing sodium hydroxide (caustic soda) (Tariff No. 28.17A 1), trichloroethylene and tetrachloroethylene (perchloroethylene) (Tariff No. 29.02A) as being exposed to the danger of dumping.

The Ordinances will remain in force for one year from their dates of issue.

Any inquiries arising from this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 462).

FINLAND

Finnish Turnover tax

IN NOVEMBER, 1963, the Finnish Government passed legislation bringing into force the Turnover Tax to be operative from January 1, 1964. No summary translation of the authoritative text is yet available but the following details outline the general principles.

(a) Liability to pay turnover tax falls on all individuals and enterprises which manufacture, sell or hire goods. Alterations, repairs and fittings are considered to be a form of selling. Service industries, where the sale of goods forms a significant part of their activity, e.g., cafes and restaurants, are liable to tax, but not banks, insurance companies, travel bureaux, hairdressers, commission agents, etc., where the goods element is negligible.

(b) For the purposes of the legislation, taxable enterprises are divided into two categories – wholesalers and retailers. The tax authorities decide into which category enterprises shall fall and a special register is maintained of wholesalers. All other enterprises are deemed to be retailers.

(c) Wholesalers pay 10 per cent tax on their sales to retailers or direct to consumers. Retailers pay 10 per cent on the difference between the purchase price and the sale price of the goods in question. Enterprises in both categories pay tax when goods are used other than for resale, e.g., for their own consumption.

(d) Tax is levied on imported goods at the stage of importation except when a wholesaler imports goods for sale or for processing for sale. In such cases the tax is levied at the stage of resale.

(e) Exports are exempt from tax.

(f) Goods which become an integral part of the product to be sold or which disappear (e.g. certain chemicals) in the process of manufacture are exempt from tax, except for fuel and lubricants and other materials for the maintenance of machinery and plant, and for tools, machinery and parts thereof, moulds, patterns and similar goods.

(g) Primary foodstuffs are exempt from tax, but tax is payable on the added value. Similarly only the retailer's profit margin is taxed in the case of sales of fertilizers, fodder and medicines.

(h) The following are totally exempt from tax in all circumstances:
- (i) Newspapers and magazines ordered for a minimum period of one month.
- (ii) Roundwood (also when impregnated or rot-proofed), firewood, wood chips for burning, peat, lichen.
- (iii) Earth, sand, gravel and stone, also when sifted, broken or crushed, but not when sold retail in packets.
- (iv) Live cattle, horses, reindeer, pigs, sheep, goats, rabbits, dogs, cats, poultry, ducks, geese, turkeys and bees, as well as fur-producing animals when domesticated, such as mink, fox and chinchilla.
- (v) Aircraft and vessels of hull length exceeding 10 metres.

FEDERAL REPUBLIC OF GERMANY

Quota for goods sold at Berlin Food Fair

THE Federal German authorities are making available special quotas to cover the sale of goods still subject to import restrictions at the Grune Woche Food Fair to be held in Berlin from January 24 to February 2, 1964.

The currency allocation to British exhibitors will be DM 150,000, plus 500 hectolitres of wine. Of this amount DM 100,000 may be used for prepared vegetables, pot herbs, fruit and plants or parts of plants. A special quota for canned meat and additional quotas for fruit and vegetables may be applied for, if required.

Licences for goods which are subject to quota will be allocated to firms in accordance with space booked. United Kingdom exhibitors who wish to obtain licences should notify the Commercial Department of the British Embassy, Friedrich Ebert Allee 77, Bonn by January 3, 1964. Applications should be accompanied by the agent's subtenancy agreement for stand space (Untermietvertrag).

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2609.)

EAST GERMANY

New patent, design and trade mark fees

REGULATIONS REVISING the fees for patents, designs and trade marks came into force in East Germany on August 1, 1963. An English translation of the Regulations may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, London, W.C.2.

FRANCE

Global quota for onion bulbs

THE FRENCH *Journal Officiel* of December 8 announced the opening of a quota for the import of onion bulbs of a diameter of not more than 20 m.m. (Tariff No. 07-01 H ex I) originating in and imported from the countries of the convertible franc zone.

Import licence applications, on form AC, and accompanied by a pro-forma invoice in duplicate, made out by the foreign exporter or his qualified representative, may be submitted to the Service des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris 9, from December 8 onwards when they will be examined as and when they are received. The applications should state both the country of origin and the exporting country.

Where onion bulbs are the subject of bilateral quotas or special quotas for EEC countries, application for import licences should not be made within the framework of this quota.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

TURKEY

Global import quotas and liberalization lists

FURTHER to the notice published in the *Board of Trade Journal* on July 26, 1963 (pages 214-219) the following item has been added to the Turkish quota list:

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importers' Quota
			(1,000 dollars)	
303	68.12.90	Only asbestos-cement piping. (At the order of the Ministry of Public Works)	—	1

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2715).

UNITED STATES

The Kennedy Round of tariff negotiations

A NOTICE in the *Board of Trade Journal* of November 1, 1963, announced that a list had been published of articles to be considered for a possible reduction in United States duties in the Kennedy Round of GATT negotiations next year. In addition to the information contained in the previous notice about the hearings and submission of briefs to the Tariff Commission and Trade Information Committee, the Board of Trade have now been notified of the final dates for submission of written briefs to the Trade Information Committee on the remaining United States Tariff schedules. These are as follows:

Schedule 3 – Textile Fibres and Textile Products – December 27, 1963.
Schedule 4 – Chemicals and Related Products – January 14, 1964.
Schedule 5 – Non-metallic Minerals and Products – January 23, 1964.
Schedule 6 – Metals and Metal Products – February 3, 1964.
Schedule 7 – Specified Products: Miscellaneous and Non-enumerated Products – February 24, 1964.
Schedule 8 – Special Classification Provisions – March 11, 1964.

The opening dates for the hearing are as follows:

Schedule 3 – January 10, 1964.
Schedule 4 – January 29, 1964
Schedule 5 – February 7, 1964
Schedule 6 – February 18, 1964
Schedule 7 – March 10, 1964
Schedule 8 – March 26, 1964

All communications with regard to these hearings should be addressed to: Executive Secretary, Trade Information Committee,

Office of the Special Representative for Trade Negotiations, Executive Office Building, 17th Street and Pennsylvania Avenue, N.W., Washington, DC, 20506.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2579).

Exports of meat products

THE United States Department of Agriculture have amended the Federal Meat Inspection Regulations and meat and meat products (including canned meat products) will be accepted only from establishments which comply with the standards required by the United States Government and only if marked to indicate that they have come from an approved establishment. The slaughterhouses from which the meat or the meat for the meat products is obtained must also be approved.

The Ministry of Agriculture, Fisheries and Food will notify the United States authorities which establishments in England and Wales have been approved. In Scotland similar action will be taken by the Scottish Home ad Health Department, and in Northern Ireland by the Ministry of Agriculture.

Applications for premises to be inspected in England and Wales should be addressed to Meat Hygiene and Slaughterhouses Branch, Ministry of Agriculture, Fisheries and Food, Room 442, Great Westminster House, Horseferry Road, London, S.W.1. (Tel. Victoria 8511, Ext. 6340 or 6399).

In Scotland applications should be sent to the Scottish Home and Health Department, Room 1, St. Andrew's House, Edinburgh, 1. (Tel. Waverley 8501, Ext. 142 or 130). In Northern Ireland applications should be sent to the Ministry of Agriculture, Dundonald House, Belfast, 4. (Tel. Belfast 650111, Ext. 511).

CANADA

Tariff treatment of Bulgarian products

BY ORDER-IN-COUNCIL P.C. 1963-1592 effective after October 8, 1963, articles the growth, produce or manufacture of Bulgaria shall, on importation into Canada be accorded most favoured nation treatment.

'Made in Canada' ruling

THE FOLLOWING ruling has been made for Canadian Customs purposes: *Of 'a class or kind made in Canada'*:

Drills in sizes up to and including ½ in.
Circular Saws with blade sizes up to and including 9½ in. in diameter.
Reciprocating Saws, commonly known as Jig or Sabre Saws.
Sanders, platen type, not to include Belt or Disc Sanders.
(*Ruling effective January* 3, 1964)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-16-1 dated December 3, 1963.

DOMINICAN REPUBLIC

Taxes on imports of foodstuffs

H.M. EMBASSY in Santo Domingo report that, by an Official Notice No. 34 published in the Dominican Republic *El Caribe* on October 29, and effective from December 1, 1963, for a period of two years, the import of the following food products is exempted from all duties and taxes with the exception of RD$4·00 per 1,000 kilos cargo-handling tax:

Tariff No.	Description
897	Beef, mutton, pork and the like, fresh or chilled.
902	Jerked beef (tasajo).
908	Smoked herring and other smoked fish.
909	Cod and other fish, dry or salted.
910	Herring, mackerel and other fish in brine.
924	Edible corn starches.
931	Foodstuffs, not provided for, prepared with cereals.
1032	Tinned or potted sours of any kind.
1033	Cod, herring and mackerel, in glass, tin or earthenware containers, whether or not in sauce or oil.
1034	Salmon and tunny in glass, tin or earthenware containers, whether or not in sauce or oil.
1035	Sardines in glass, tin or earthenware containers, whether or not in oil.
1039	Fresh milk, sterilized or not: milk or cream, preserved, evaporated, condensed, concentrated or dehydrated, in powder form or prepared in any other manner, with or without sugar, in containers of any kind, for human consumption.

BARBADOS

Import control on fresh, chilled or frozen pork

THE FOLLOWING item has been added to the list of goods which require specific licences when imported into Barbados (see *Board of Trade Journal* of May 5, 1960, page 1125).

Meat of Swine (Pork) fresh, chilled or frozen.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

JAMAICA

Import control on medicinal and pharmaceutical products

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 28, 1961 page 1044) is further amended by the *deletion* of item 14 and the *substitution* therefor of:

14. Medicinal and Pharmaceutical Products (including Drugs).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **pigments and colour lakes** (Tariff Items 231 (A) (2) and (A) (3) and 231 (E) (2)).

This reference has been made as a result of representations by a local manufacturer.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
231	PAINTS AND COLOURS, viz.:			
	(A) (2) Dyes, including organic pigment dyestuffs and lakes, dry or in paste form:			
	(a) Toluidine red, para red, lithol red, rubine toner, lake red C, hansa yellow, *ad val.*	25%	37½%	37½%
	(b) Other . . *ad val.*	Free	7½%	7½%
	(c) Logwood extract *ad val.*	Free	15%	15%
	(A) (3) Lead chromes; chrome greens; molybdate chromes; zinc chromes; zinc greens *ad val.*	25%	37½%	37½%
	(E) (2) Colours, dry, n.e.i. *ad val.*	Free	7½%	7½%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **January** 6, 1964. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference No. C.R.E 15475/63.

Reference to the Special Advisory Authority

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **synthetic organic pigments and colour lakes of**

the monazo, disazo and phthalocyanine types and pigment blue 24. (Tariff Items 231 (A) (2) (a) and (b)).

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
231	PAINTS AND COLOURS, viz.:			
	(A) (2) Dyes, including organic pigment dyestuffs and lakes, dry or in paste form:			
	(a) Toluidine red, para red, lithol red, rubine toner, lake red C, hansa yellow *ad val.*	25%	37½%	37½%
	(b) Other . . *ad val.*	Free	7½%	7½%

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2840 or 3145), quoting reference No. CRE 13233/63.

Further Tariff Board inquiries

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) **D.C. generators, exceeding 250kW** (Tariff Item 179(G)(2)(C)(2)).

(2) **Certain automotive engine test equipment viz:**

(1) electrical or electronic revolution counters.
(2) exhaust gas analysers.
(3) cam angle testers.
(4) stroboscopes and stroboscopic lamps.
(5) coil and consenser testers.

(Tariff Items 168(A)(1), 176(K)(6), 180(F) and 206(A)).

Both these references have been made as a result of representations by local manufacturers.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
168	MACHINERY, viz.:			
	(A) (1) Steam-engine indicators; revolution and speed counters, n.e.i.; zinc refining retorts; fire engines *ad val.*	Free	7½%	7½%
176	(K) Meters, gauges, controllers and the like, not covered by sub-item (L):			
	(6) CO and CO^2 indicators and recorders and parts specially designed therefor and aspirators and filters for use therewith . *ad val.*	Free	7½%	7½%
179	ELECTRICAL MACHINES AND APPLIANCES:			
	(G) Generators; motors; rotary converters:			
	(2) Generators, direct current or universal, not being rotary converters:			
	(c) Other:			
	(2) Exceeding 20 kW. *ad val.*	Free	7½%	7½%
180	ELECTRICAL AND GAS APPLIANCES, viz.:			
	(F) N.e.i., but not including brasswork bronzework and gunmetal work for general engineering and plumbing and other trades . . *ad val.*	17½%	42½%	42½%
	ad val.	Exempt	Primage Duty 5% (except gas appliances)	10%
206	(A) Lamps, n.e.i., except lamps for cycles and motor cycles and miners' portable acetylene lamps; lanterns, n.e.i.; lampware, n.e.i., but not the columns or sheetmetal framework of street lamps *ad val.*	5%	45%	45%
	ad val.	5% (except lamp by self-	Primage Duty 10% ware of the t contained b	10% ype operated atteries)

These matters have been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **January 8, 1964.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) CRE 15516/63 and (2) CRE 15517/63.

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Government of the Federation of Malaya have announced that, subject to representations made in writing to the Minister of Commerce and Industry before January 11, 1964, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Products
(A) Light Metals Manufacture	(i) Television aerial brackets and mountings (steel)
	(ii) Television aerial mountings (rubber)
(B) Motor Vehicle Accessories Manufacture	(i) Wheel rim caps
	(ii) Wheel rim embellishers
	(iii) Door shades
	(iv) Plastic lamp cover
	(v) Car mascot
	(vi) Petrol caps
	(vii) Rear and wing mirrors
	(viii) Bumpers
	(ix) Radiator grille
	(x) Coil springs
	(xi) Radiator caps
	(xii) Bushes, pins and washers
(C) Miscellaneous Stationers' Goods Manufacture	(i) Pins
	(ii) Paper clips
	(iii) Staples for office use

This Notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the Federation of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Federation Company Tax for a period of from two to five years, depending on the amount of capital invested in the Federation.

All inquiries regarding this notice should be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference CRE 1236/4/G.

CEYLON

1964 import trade quotas

IMPORT CONTROL NOTICE No. 45/63, issued by the Ceylon Controller of Imports and Exports on December 7, informed importers that for certain items it is proposed to release not less than 50 per cent of the allocation granted to quota holders in 1963 for the licensing period January to June 1964. Importers were informed also that they may now place orders with their suppliers for these items.

A list of the items affected is held by the Commercial Relations and Export Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2798, quoting reference C.R.E. 2362/7/G).

Validity period of 1963 import licences

THE BOARD OF TRADE have received a copy of Import Control Notice No. 41/63 issued by the Ceylon Controller of Imports and Exports on November 29. This notice is published in full as follows:

> Importers are reminded that import licences issued against trade quotas will lapse on December 31, 1963, which is the last date for shipment of goods against these licences.
>
> Any goods imported after the expiry of a licence will be treated

as unauthorized imports. However, a grace period not exceeding 15 days from the date of expiry of the licence will be considered in regard to unavoidable delays in shipment due to changes in shipping schedules, etc.

No licence will be issued against 1963 import quotas hereafter unless importers can satisfy this Control that they have arranged for the shipment of the goods by December 31, 1963.

Every licence (Importer's copy) should be surrendered to this Control when the final shipment is being cleared through the Customs. A licence holder who does not expect any further shipments of goods against a licence should therefore return it by registered post to this department as early as possible, but not later than December 31, 1963.

The licences referred to in this Notice do not apply to Actual User Imports (Units 1-4), Government and Corporation Imports (Unit B) and Direct User Imports (Unit C).

CEYLON

Composition of health foods

THE CEYLON Minister of Health and Housing issued a new regulation on September 18, 1963 regarding the composition of the following health foods:

Enfamil, Similac, Almiron.

Copies of this new regulation are available from Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2798) quoting reference CRE 7967/G/1.

REPUBLIC OF SOUTH AFRICA

Import control regulations

GOVERNMENT NOTICE No. R.1905, published in the Republic of South Africa *Government Gazette Extraordinary* of December 6, sets out the following import control regulations for 1964:

Free list

Paragraph 1. – The goods mentioned in this paragraph in column (1) below and provided for in the respective customs tariff items, as shown in column (2), are hereby exempted from the provisions of Government Notice No. 1918, dated December 6, 1957, and may be imported into the Republic of South Africa, from any country, *without* an import permit.

(1) Description of Goods	(2) Customs Tariff No.
Tea	45
Laces, lace curtaining, lace flouncing and lace embroidery in the piece, or in the form of insertions or medallions	71
Caps, rivets and eyelets; eyelets, eyes and hooks	Ex 73 87 113
Waistbanding in the piece	Ex 73
Elastic, tape, braid, webbing and ribbon, bindings, cloth labels and tabs with woven inscriptions	Ex 73
Belt, backing, textile trimmings and motifs, fringing, edging and insertion, elastic trouser bands and bindings: cap peaks and shapes of peaks, of rubber, fibre, patent leather and/or plastic and cap and hat sweatbands and chevrettes of leather and/or imitation leathers: adjustable shoulder straps for women's underwear: suspender end and grips, slides and buckles: plain single piece shirt studs other than metal, ordinarily used in the clothing industry: needles (all kinds); buckles (other than ornamental) and metal fasteners therefor: buckle slides, including shoulder straps, slides and links; metal fasteners for buttons; button and buckle moulds: dies and cutters; hooks, hooks and eyes: hooks and bars and waist hooks: eyeletted tape; hook and eye tape: pressed button tape: loops and loopings for the overall and clothing industry: pins: pyjama girdles; dressing gown girdles and cord; snap fasteners; safety pins; pads and shields; sprat heads; thimbles; trouser clips and slides; whalebone and other supports, including those of celluloid and plastic	Ex 73 Ex 113 Ex 146 Ex 250 Ex 259 Ex 335 Ex 256
Buttonhole gimp yarn	Ex 73
Welts and/or knitted ribbing	Ex 73 Ex 76 Ex 77 Ex 78 Ex 80
Separable slide fasteners and parts; adjustable slide fasteners	Ex 73
Raw cotton including linters	Ex 76
Yarn, threads and twists (excluding any yarn of wool, synthetic or man-made fibres or mixtures thereof, single or plied, dyed or undyed, bleached or unbleached, prepared on cones, hanks, skeins, balls, etc., for use as hand-knitting yarn for retail sale: yarn, threads and twists containing 50 per cent or more by weight of cotton in units of more than 300 yards)	Ex 76 Ex 77 Ex 78 Ex 79 Ex 80
Wool fibre, raw wool and wool tops, and dyed wool tops	Ex 77
Man-made staple fibres, excluding nylon filament yarn	Ex 78
Spare parts and needles for industrial sewing and knitting machines	Ex 118
Needles and spare parts for all domestic sewing machines	Ex 140
Anti-friction and lubricating grease	189
Motor spirit	Ex 195
Oils, lubricant	199
Paraffin, crude oil, transformer oils and fuel oils	Ex 200
Plastic sheeting, in rolls, other than foam plastic	Ex 205
Additives for mineral oils: in containers of not less than 10 lb. net weight each or not less than one imperial gallon each	Ex 239
Atlases, charts, globes and maps	Ex 281
Typewriter erasers	Ex 259 Ex 264
Printed books, pamphlets, brochures, pamphlets and leaflets; newspapers and periodicals; printed or manuscript music; printer's proofs; but excluding the following: Foreign unauthorized prints of any copyright works the importation of which is prohibited; advertising matter elsewhere enumerated; magazines and periodical publications of a class or kind embracing science-fiction, fantastic stories, screen detective, sex, western, love and true or confession stories and similar publications; publications commonly known as 'comics'; publications which present the narrative mainly in pictorial form; and back numbers of magazines and periodical publications of whatsoever nature, shipped on a date more than two months from date of issue	Ex 284
Duplicating machine ink	Ex 291
Tracing paper	Ex 295
Whalebone and other collar supports, including those of cardboard, celluloid and plastic, and collar packing pieces of celluloid, plastic, cardboard and/or reinforced cardboard	Ex 296 Ex 335
Printed envelopes in which paper dressmaking patterns are imported	Ex 296
Printed cloth labels and tabs; dressmaking pattern catalogues	Ex 296
Stencil sheets for duplicating	Ex 296
Paper dressmaking patterns with printed instructions; knitting leaflets; technical leaflets; paper transfers for hosiery manufacture; printed pattern paper for the clothing industry	Ex 118 Ex 296
Pen nibs, pen holders, drawing pins and refill leads	Ex 297 Ex 326
Drawing and mathematical sets: set squares; protractors; school rulers; compasses, dividers and protractors of the cheap school type	Ex 146 Ex 326 Ex 335
Plain paper patterns for dressmaking; tailor's chalk; jute paddings	Ex 335

NOTE. – The articles appearing in paragraph 1 of this notice shall also be exempt from the production of permits when they are imported under rebate of customs duty under the Second or Third Schedule to the Customs Act, No. 55 of 1955, as amended.

Raw materials, plant and equipment

PARAGRAPH 2. – THE FOLLOWING GOODS MAY BE IMPORTED INTO THE REPUBLIC OF SOUTH AFRICA, PROVIDED THE IMPORTER IS IN POSSESSION OF A SUITABLE VALID IMPORT PERMIT:

Such import permit in respect of the goods mentioned in this paragraph will be issued to registered importers of such goods as follows:

(a) In the case of merchants who import the goods for re-sale purposes – according to such quotas as may be authorized from time to time; and

(b) in the case of manufacturers who require the goods for processing in their own factories – according to their current consumption of such goods.

MERCHANTS

Initial allocations in respect of merchant-importers, totalling 75 per cent of their import facilities granted during the first nine months of 1963, have been prepared and posted. Application for additional facilities should be made in conformity with such additional quotas as may be authorized from time to time.

MANUFACTURERS

Additional import facilities required to bring up a manufacturer's stocks (and unused permits) of the goods mentioned in this paragraph to a six-months' level at the current rate of consumption, will be granted to manufacturers at any time on application.

Manufacturers are expected, however, to obtain their requirements of raw materials from local sources whenever this is possible.

Aeroplanes, gliders and other aircraft.
Artists' materials.
Butchers' equipment and supplies, viz.:
- (i) Facon slicers,
  Meat saws, hand,
  Mincing machines,
  Butchers' blocks and other items of butchers' machinery.
- (ii) Sausage casings,
  Coffee, raw.

Capital plant and equipment, excluding those mentioned in paragraph 5.
Dairy utensils and machinery.
Disinfectants.
Drugs (finished), medical preparations and medicines other than ethical preparations.
Drugs (finished), medicinal preparations and medicines, ethical preparations only.
Farm lighting plants.
Film, viz.:
- (i) Cinematograph films.
- (ii) Photographic films.

Fire-fighting equipment.
Hearing aids.
Horticultural requirements, viz.:
- (i) Flower seeds, bulbs and tubers.
- (ii) Vegetable seeds and pasture seeds.

Insecticides.
Life-saving equipment, viz.:
Life belts, life buoys and other life-saving (including mine rescue) apparatus, gas masks and anti gas clothing.
Meters, viz.:
Water meters, electricity meters, air meters and gas meters.
Medical, surgical and dental requirements, viz.:
- (i) Surgeons' and medical instruments, appliances and accessories; chiropodists' materials and instruments.
- (ii) Dressings, bandages (rubber bandages, rubber sheeting, elastic stockings).
- (iii) Artificial limbs and appliances, artificial eyes.
- (iv) Dental instruments and materials, including artificial teeth.
- (v) Electro medical appliances.
- (vi) X-ray equipment, accessories and X-ray film.
- (vii) Teething necklaces, safety sponges, feeding bottles and tooth and throat brushes, invalid chairs.

Office equipment, viz.:
- (i) Duplicating machines, addressing machines, dictating machines, reproduction machines, steel filing cabinets, typewriters, hand stapling machines and other similar office machines.
- (ii) Computers, coin-counting machines and sorting machines.
- (iii) Calculating machines, cash registers and tabulators.

(1) Description of Goods	(2) Customs Tariff No.
Optical goods, viz.:	
(i) Spectacles, eyeglasses, optical appliances and sunglasses.	
(ii) Binoculars, field glasses, opera glasses, telescopes.	
Photographic chemicals and photographic paper.	
Raw materials, excluding those mentioned in paragraph 5.	
Scientific and laboratory apparatus, instruments and equipment.	
Steel safes and strong-room doors.	
Stapling machines and wiring machines.	
Survey instruments and equipment.	
Tractors, viz.:	
(i) Agricultural tractors.	
(ii) Attachments for agricultural tractors.	
Trawl nets and other commercial fishing nets.	
Tower bells.	
Tools not being agricultural implements or machine tools.	
Weighing machines, scales and balances (not being laboratory instruments).	
Veterinary instruments, appliances and remedies.	
Maintenance spares; consumable stores and accessories for all the above-mentioned goods, excluding those mentioned in paragraph 5.	
Spares and accessories for motor vehicles, motor cycles, motor scooters and mopeds.	
Spares and accessories for pedal cycles.	
Consumable stores and accessories for office machines.	
Waterproof interlining and rubberized piece-goods.	
Tracing cloth.	
Elastic fabrics, not woven or knitted.	
Woven or knitted piece-goods, including elastic fabrics and embroidered piece-goods, and circular knitted piece-goods.	
Jute piece-goods (excluding bagging or sacking, hessian and tarpaulin).	

Vehicles

PARAGRAPH 3. – PERMITS FOR THE IMPORTATION OF THE VEHICLES AND MATERIAL MENTIONED IN THIS PARAGRAPH, VIZ.:

Motor cars,
Commercial vehicles,
Motor cycles,
Motor scooters,
Mopeds and auxiliary engines, including outboard motors,

and C.K.D. material for the above will be issued to registered importers of such vehicles and material in accordance with such import quotas as authorized from time to time.

Consumer goods

PARAGRAPH 4. – (1) QUOTAS FOR THE IMPORTATION OF THE GOODS ENUMERATED IN THIS PARAGRAPH WILL BE DETERMINED FROM TIME TO TIME AND THE RELEVANT IMPORT PERMITS WILL BE ISSUED IN ACCORDANCE WITH SUCH QUOTAS TO REGISTERED IMPORTERS.

(2) The following quotas have been authorized for 1964:

(a) For Group A goods:
Initial quotas equal to 60 per cent of the average annual imports during 1959 and 1960.

(b) For Group B goods, general merchandise only:
Initial quotas equal to 30 per cent of an importer's assessment basis.

(3) A second allocation for the above categories of goods may be expected in April 1964. This will bring the 1964 level of issues in respect of Group 'A' goods up to 125 per cent of the average value of 1959 and 1960 imports and that of Group 'B' goods up to 50 per cent of the importer's assessment basis.

GROUP A

(1) Description of Goods	(2) Customs Tariff No.
Animals, living.	
Books, viz.:	
(i) Directories, guide books, year books, chemists' prescription books, catalogues, price lists and trade publications.	
(ii) Pocket diaries and refills.	
Clocks and watches, excluding gold and silver cased.	
Clothing, viz.:	
(i) Secondhand overcoats.	
(ii) Handkerchiefs and handkerchiefs in the piece.	
(iii) Infants' knitted outerwear not exceeding 20 inches chest measurements, infants' nightwear not exceeding 27 inches length, infants' petticoats not exceeding 18 inches in length, bibs and feeders.	
Crockery and glassware, viz.:	
(i) Household crockery (excluding ornaments).	
(ii) Household glassware (excluding ornaments).	
Domestic equipment, viz.:	
(i) Vacuum cleaners.	
(ii) Hedge shears, pruners and secateurs.	
(iii) Oil lamps and lanterns, L/P lamps and lanterns, L/P gas heaters, paraffin and petrol irons, metal torches (excluding batteries).	
(iv) Food mincers, food mixers, vacuum flasks.	
(v) Cutlery, spoons and forks (including blanks), scissors (excluding gold or silver or gold- or silver-plated), steel carving sets, strainers, sieves, egg beaters, egg whisks, bacon slicers, graters, tin openers, skimmers, patty pans, icing sets, cake makers, padlocks.	
(vi) Room air conditioners.	
Firearms, including airguns, gas pistols and humane killers, and ammunition.	
Hairdressing equipment, viz.:	
(i) Razors and shavers.	
(ii) Razor blades.	
(iii) Hair clippers.	
(iv) Hairdriers.	
(v) Shaving brushes.	
(vi) Barbers' rubber combs.	
Hotel kitchen equipment, viz.:	
(i) Dishwashing equipment.	
(ii) Glasswashing equipment.	
(iii) Vegetable peelers.	
(iv) Food slicers.	
(v) Food mixers.	
(vi) Espresso coffee machines.	
Knitting machines (industrial and domestic).	
Musical instruments, viz.:	
(i) Organs and harmoniums.	
(ii) Pianos.	
(iii) Gramophones.	
(iv) Piano accordions and harmonicas.	
Pens and pencils, viz.:	
(i) Fountain pens, ballpoint pens and refills therefor.	
(ii) Self-propelling pencils, ballpoint pencils and refills therefor.	
Oil paint and oil cloth.	
Photographic apparatus, viz.:	
(i) Cameras and camera accessories.	
(ii) Projectors, including slide projectors.	
Sewing machines, viz.:	
(i) Industrial machines.	
(ii) Domestic machines.	
Smokers' pipes.	

GROUP B

(1) Description of Goods	(2) Customs Tariff No.
(i) Books and periodicals, viz.: Foreign unauthorized prints of any copyright works the importation of which is prohibited; magazines and periodical publications of a class or kind embracing science-fiction, fantastic stories, screen, detective, sex, western, love and true confession stories and similar publications; publications commonly known as 'comics', publications which present the narrative mainly in pictorial form; and back numbers of magazines and periodical publications of whatsoever nature, shipped on a date more than two months from the date of issue.	
(ii) Juke boxes, pin tables, novelty tables, coin-operated machines and amusement machines.	
(iii) Motor cars built up, whether new or used, with a retail list price exceeding R.1,900, when new.	
(iv) General merchandise.	
(v) Rice.	
(vi) All other items not included in paragraphs 1, 2, 3, 4 and 5.	

NOTE. – It is understood that permits for the goods mentioned in Sections (i) and (ii) of Group B will not be issued. Permits for motor cars of an f.o.b. value exceeding R.1,690 will be issued on an individual basis only, and not to the trade.

Restricted list

PARAGRAPH 5. – The goods described in this paragraph in column (1) below and provided for in the respective Customs Tariff items, as shown in column (2), may be imported into the Republic of South Africa only if the goods are specifically described in the relevant import permit.

Importers wishing to import any of the goods details in this paragraph may convert their import permits into specific permits (in which the goods to be imported are described), provided:

(i) the goods to be imported under the specific permit applied for, fall within the same general category as the goods detailed in the original import permit issued;

(ii) the importer surrenders R.2 of his original import permit for every R.1 of a specific permit required for the importation of the goods mentioned in this paragraph.

As a concession to importers of goods detailed in this paragraph, the first R.5,000 of an importer's total annual quota received may be converted for a specific permit on the basis of R.1 for R.1.

(1) Description of Goods	(2) Customs Tariff No.
Biscuits (excluding dog biscuits), cakes, puddings, pastry and bread, including diabetic bread	Ex 3
Coffee (roasted or ground, mixed; substitutes for coffee)	Ex 13
Confectionery, including slab chocolate, ice cream mixes made with sugar, sweetened cocoa or chocolate, sweetmeats, crystallized fruits, chow-chow, Christmas stockings, crackers or bonbons and surprise packets, but excluding ice-cream, ginger preserved in syrup or brine or otherwise, and candied ginger	Ex 14
Millet and manna	Ex 15
Extracts and essences for food or flavouring, including concentrated soup	Ex 18
Fish, including fry and ova, anchovies, caviare, lax, lobster and fish pastes, but excluding salted herrings and kippered herrings	Ex 19
Infants' foods; patent or proprietary cornflour or other farinaceous and cereal foods	Ex 21
Fruits: fresh or green; bottled, tinned, or otherwise preserved, including candied peel, dried fruit and fruit pulp, but excluding dates, glace cherries and tamarinds	Ex 22
Gelatine (animal or vegetable)	Ex 23
Dextrinized starch, adhesives and glue, in bulk, but excluding vegetable gum	Ex 24
Jams, jellies and honey; pudding, cake and jelly powders; ice-cream mixes, n.e.e.	Ex 27
Macaroni, spaghetti and vermicelli	29
Meats (fresh, frozen, salted, cured, cooked or otherwise prepared or preserved, whether tinned or not), soups and similar substances used as food	30
Meat pastes, potted or tinned	31
Milk, in sweetened condensed, unsweetened condensed, desiccated or other form, and including skimmed or separated milk; cream	32
Onions	Ex 34
Soya beans; groundnuts; vanilla beans; leguminous seeds (including peas, beans and lentils), n.e.e. (dried, whole, split, ground or otherwise prepared)	35
Pickles, sauces, chutneys and other condiments	36
Salt: table, rock, dairy and common	39
Coriander seed, whole or prepared in any form, prepared spices; all culinary herbs	Ex 41
Starch, excluding potato starch	Ex 42
Loaf and cube sugar, and glucose	Ex 43
Vegetables: tinned or otherwise preserved	Ex 46
Beverages not exceeding 3 per cent of proof spirit: fruit juices, cordials, syrups and other kinds	49
Liqueurs, cordials, mixed potable spirits and other potable spirits exceeding 3 per cent of proof spirit	50 (b) and (c)
Wines, all types, including champagne	52
Cigarettes	54
Snuff	56
Tobacco, manufactured	57
Tobacco, unmanufactured	58
Jute bags (lined or unlined), and bags made from plastic or other material, of a kind used for the packing of goods	Ex 59
Blankets and rugs; shawls, n.e.e.; sheets commonly used as blankets or rugs and known as kaffir sheets; blanketing; padded quilts	Ex 61
Candlewick	62
Carpeting in the piece	Ex 63 (a)
Carpet felt, not coated or impregnated	Ex 63 (c)
Feltbase floor coverings, in lengths or otherwise	Ex 63 (d)
All clothing (including infants' nankins), excluding secondhand overcoats, infants' knitted outerwear not exceeding 20 inches chest measurement, infants' nightwear not exceeding 27 inches in length, infants' petticoats not exceeding 18 inches in length, bibs and feeders	Ex 65
Shawls	66
Articles of furskins	Ex 67
Gloves	68
Hats, caps, bonnets and berets, but excluding hoods, shapes and rubber bathing caps	Ex 69
Hosiery, finished or unfinished	70
Face cloths; scarves; hairbows; stoles	Ex 73 (i)
Braces, suspenders and belts (not leather).	
Sanitary pads.	
Towels, sanitary and other.	
Embroidered or woven badges.	

(Continued on next page)

SOUTH AFRICA, continued

(1) Description of Goods	(2) Customs Tariff No.
Boot and shoe laces.	
Towels, face cloths and bath mats of woven terry towelling.	
Dish cloths, floor cloths, floor swabs, scouring cloths and similar cleaning cloths.	
Collars; neckwear.	
Ties	73 (2)
Jute fibre; jute bagging, sacking and hessian	Ex 79
Twine, rope and cordage	Ex 81
Baths	Ex 84
Wood screws and roofing screws of metal	Ex 87
Bolts and nuts of metal	Ex 87
Buckets, household and sanitary, of metal	90
Chains, excluding transmission chains	Ex 95
Conveyors; differential chain hoists; triple spur gear chain hoists	Ex 97
Cylinders of a type used for liquid petroleum gas	Ex 100
Milk cans and milk buckets	Ex 101
Enamelware and domestic hollowware, excluding pressings and stampings in the rough, strainers, sieves, graters, skimmers and patty pans	Ex 102
Electric floor polishers, including vacuum cleaner/floor polisher combinations	Ex 113 (3)
Lawn mowers, excluding mowers with a cut exceeding 20 inches	Ex 113 (5)
Domestic laundry washing machines	Ex 113 (7)
Metal venetian blinds	Ex 113 (11)
Vacuum or gas-filled electric lamp bulbs, not exceeding 500 watts and of a type commonly used for indoor lighting	Ex 115
Miners, safety lamps (cap lamps), electric	Ex 116 (b)
Portable electric lamps	116 (d) (ii)
Lifts, hydraulic or electrical, including the gates and metal doors; hydraulic lifting jacks	117
Ploughs, except (a) reversible ploughs, (b) ploughs with more than four shares, (c) power-driven rotary ploughs; harrows other than: (*a*) the offset disc type over 6 feet 6 inches in width; and (*b*) the one-way disc type over 6 feet 6 inches in width; plough shares and discs; buckrakes; cultivators other than power-driven; fertilizer distributors other than power-driven; hammer mills and combination hammer mills; maize pickers and harvesters; peanut pickers, diggers and harvesters; animal-drawn, tractor-drawn or mounted planters; potato spinners, diggers and harvesters; shellers and threshers, power-driven	Ex 118 (a)
Conveyors	Ex 118 (c)
Serrated saw banding; concrete mixers; conveyors	Ex 118 (g)
Moulded case circuit breakers; switchgear; fusegear; motor control and sub-station control panels; battery chargers; ballasts for fluorescent lamps; electric generating sets; roof junction boxes; low voltage lightning arresters; liquid motor starters; distribution boards	Ex 119 (a)
Batteries and cells, lead-acid accumulator type; battery plates and separators	Ex 119 (b)
Plain copper wire, insulated electric cable and wire	119 (c)
Electric conduit tubing, rigid or flexible	Ex 119 (g)
Electric motors, not less than 1 h.p., excluding single phase motors	Ex 119 (i)
Printed or unprinted aluminium foil, backed with paper or plastic	Ex 120
Welding electrodes	Ex 126
Badges, name or number plates, and similar articles (signs) of metal-enamelled printed, lithographed, embossed, varnished or lacquered	Ex 127
Perambulators and baby carts	132
Pipes, piping and tubes	134 (1) (a), (b), (c), (d), (f)
Pipe fittings	134 (1) (e) (i), (ii)
Watermeters only	Ex 134 (1) (e) (v)
Windmills; working heads; turbine pumps other than submersible	Ex 136 (c)
Household refrigerators, deep freezers, ice-cream cabinets and frozen food display cabinets	Ex 139
Stoves, ranges, coppers, grates, ovens and steam-jacketed pans, not being for industrial or manufacturing purposes, but excluding L/P gas heaters	Ex 143
Switches for electric stoves and hot-plates; electrical cooking and heating appliances, not for industrial purposes, but excluding (a) heating resistance units for stoves, hotplates and ovens, (b) laboratory drying or heating ovens and furnaces, and laboratory incubators, (c) hair dryers and curlers, (d) electrically-heated dish-washing machines, glass-washing machines and 'Expresso coffee machines being hotel kitchen equipment	—
Scrapers	Ex 147
Barbed and other fencing wire; baling wire	Ex 153
Gramradios, radio receiving sets and television receiving sets, assembled or unassembled, with or without cabinets, and including cabinets imported separately, but excluding gramradio turntable units and also motors, pick-ups and record changers for gramradios, imported separately	Ex 154 (2), (3), (4)
Wire netting	155
Wire rope	Ex 156
Natural asphalt and bitumen (including rock asphalt); petroleum bitumen; bitumen emulsions and mastics	158
Cements and concrete proofers (including hydraulic lime, roofing and similar prepared adhesive cements and other adhesives), but excluding 'white' cement for building purposes	Ex 162
Baths, cisterns, lavatory basins, sanitary pans, sinks, urinals and other sanitaryware – earthenware or stoneware, including porcelainware	Ex 167
Abrasive paper and cloth (excluding resin-bonded abrasives and water paper); abrasive wheels	Ex 168
Tiles	186
Paints, ready mixed for use; and enamels, poster colours, flat oil paints and sheepmarking oils; colour washes and distempers in paste or powder form; colours ground in oil, but excluding artists' colours	Ex 203 (i)
Polishes	204
Thermosetting resin-laminated decorative plastic sheeting and sheets; plastic tubing; household articles made wholly or mainly of moulded or extruded plastic material	Ex 205
Fertilizers	Ex 227
Tooth powders, tooth paste and tooth washes	249
Transmission belts and belting; conveyor belts and belting	Ex 250
Boots and shoes, excluding ballet dancing shoes, skating boots and spiked running shoes	Ex 251
Harness and saddlery	252
Rubber hose	Ex 253
Ladies handbags, children's handbags, and golf bags	257 (1), (2), (3)
Rubber pneumatic tyre covers and tubes	260
Brushes, brooms, whisk brushes, feather dusters and mops, but excluding artists' or signwriters' brushes, shaving brushes and hair brushes	Ex 264
Basketwork and wickerwork	265 (b)
Furniture – wicker, cane and grass	Ex 269
Handles, wooden	Ex 270
Plywood	273
Wood, excluding veneer sheets	Ex 279
Wood wool and wood meal	Ex 280
Printed or unprinted paper bags (including transparent cellulose bags and pictorial seed packets of paper), and bags made of aluminium foil backed or lined with paper	Ex 282
Cardboard boxes, jars, cups and cartons, and paper cups, printed or otherwise	285
Labels, tickets and address tags or tabs, flat or in rolls, made of aluminium foil (printed or unprinted) backed with paper or plastic material; paper serviettes; paper doilies and paper mats	Ex 286
Pulpboard for building purposes	Ex 287
Toilet paper; waxed paper; gummed paper tape; pressure-sensitive adhesive paper, including masking tape	Ex 295
Printed, ruled, lithographed or embossed labels, tickets and address tags or tabs, flat or in rolls, but excluding cloth labels and tabs	Ex 296
Loose-leaf covers and binders; letter or document files in book or folder form; plain paper stationery	Ex 297
Gold and silver plate, and cutlery; spoons, forks and hollowware plated with precious metal, but excluding communion sets	Ex 302
Gramophone and phonograph records	Ex 303
Jewellery and imitation jewellery (including rolled-gold, enamel or gilt jewellery; cut or polished precious stones or imitations thereof; imitation pearls; ornamental hat pins, hairpins and buckles; bangles, necklaces, girdles, muff chains, clasps and similar articles of adornment); but excluding jeweller's findings	Ex 304
Artificial flowers	Ex 309
Fireworks of all descriptions	Ex 310
Felt, dampcourse and similar substances, in rolls or otherwise, for building purposes, including the wrapping of water pipes	Ex 318
Matches	Ex 322
Towels, tissues, novelties, decorations, curtains, blinds, tablecloths and similar articles of paper or paperboard, but excluding merit stars, paper shapes and gummed paper squares; badges and signs of plastic or plastic and metal	Ex 335

NOTE. – The goods appearing in paragraph 5 of this notice shall be exempt from the production of specific permits when they are imported under rebate of customs duty under the Second Schedule to the Customs Act, No. 55 of 1955, as amended.

Changes in import control regulations

Attention is drawn to the following changes in import control regulations which have been effected by the issue of the notice given above:

(a) The following goods have been deleted from the free list, and a permit will be required for their importation during 1964:

Description	Customs Tariff No.
Yarn, threads and twists containing 50 per cent or more by weight of cotton, in units of more than 300 yards	Ex 76
Nylon filament yarn	Ex 78
Sewing machines, not being industrial machinery, of a free-on-board cost not exceed R.25 each	Ex 140
Wooden pencils and wood-cased crayons	Ex 297 Ex 326

(*Continued on next page*)

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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(b) The following goods have been deleted from the restricted list:

Description	Customs Tariff No.
Fur skins	Ex 67
Furniture, metal, including springs	Ex 110
Manure spreaders	Ex 118 (a)
Contactors; earth leakage relays; industrial rectifier equipment, and reactors	Ex 119 (a)
Switches, switch plugs or switch units, switch fuses, switch cover plates	119 (h)
Plugs, sockets or socket outlets, adaptors. Lampholders.	
Electric transformers	119 (j)
Canvas hose	Ex 253
Hairbrushes	Ex 264
Wooden furniture, wooden venetian blinds and innerspring mattresses	Ex 269
Tower clocks and parts thereof	Ex 300
Real and cultured pearls	Ex 304

Rebate of duty for manufacturing purposes

GOVERNMENT NOTICE No. R1899, published in the *Republic of South Africa Government Gazette* of December 6, amends the Second Schedule of the Customs Tariff as follows:

Tariff Item	Article	Duty rebated as under
468	*Industry for the manufacture of quilted articles.* By the deletion of the item.	
506	By the substitution, for the item, of the following item:	
	506 *Industry for the manufacture of padded or stuffed bedding and similar furnishings:*	
	(1) Printed woven fabrics, commonly known as downproof sateen, containing 50% or more by weight of cotton	The whole duty.
	(2) Printed woven fabrics, commonly known as downproof sateen, containing more than 50% by weight of rayon or cellulose acetate or mixtures thereof	The whole duty.
	(3) Woven fabrics containing 50% or more by weight of man-made fibre, excluding rayon or cellulose acetate	The whole duty.
	(4) Plain coloured unprinted rayon fabrics manufactured from 50% or more by weight of filament yarn	The whole duty.
	(5) Woven unprinted fabrics, commonly known as downproof sateen, containing 50% or more by weight of cotton, for the manufacture of sleeping bags	To the extent of the intermediate duty.
508	*Sleeping bag manufacturing industry:* By the deletion of the item.	

KENYA

National Flag, Emblems and Names Ordinance, 1963

NOTICE HAS BEEN received of the enactment in Kenya of legislation prohibiting the use, for professional and commercial purposes, of specified emblems, flags and names, and likenesses of certain offices and dignitaries, without written Ministerial approval.

The prohibition also covers the manufacture or import of goods bearing the specified emblems, names and likenesses, and the list to which the prohibition relates is as follows:

Emblems:

1. The National Flag and the Armorial Ensigns of Kenya.
2. The Public Seal of Kenya.
3. The Emblem or Official Seal of the United Nations Organization.
4. Any Orders, Insignias, Medals, Badges and Decorations instituted by Act of Parliament.

Names and words:

1. The name of the Prime Minister.
2. The word 'Harambee'.

Offices and dignities

1. The Prime Minister.

Poster map on Britain's exports

H.M. TREASURY and the Central Office of Information have produced a poster map in four colours illustrating changes in British exports to overseas markets between 1957 and 1962. Entitled 'Our growing exports', it also includes a diagram showing the relative importance of the different markets. Copies are available now (free) from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1. (Tel. Waterloo 2345).

Foreign service in NOTTINGHAM

For many years our service to customers and others interested in foreign trade has been available at four provincial foreign branches as well as at our two foreign branches in London. As part of our extended programme of decentralised foreign service two new branches were established at Southampton and Cardiff earlier this year, and now a new foreign branch has been opened in Nottingham, to provide a further extension of our specialised foreign services.

By the end of 1964 we shall have fourteen such branches. Every kind of foreign business will be conducted there, and the Managers will spend a good part of their time visiting businessmen in their areas who have come to Barclays with their problems of export or import finance.

London: Chief Foreign Branch, 168 Fenchurch Street, EC3
West End Foreign Branch, 1 Pall Mall East, SW1
Birmingham: 61 Colmore Row
Bradford: 25 Kirkgate
Cardiff: St. David's House, 10 Wood Street
Liverpool: 38 Old Hall Street
Manchester: 94 Portland Street
Nottingham: 15 Victoria Street
Southampton: Grosvenor House, 18/20 Cumberland Place

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Liquidation of Indian assets

H.M. CONSULATE-GENERAL in Lourenco Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by January 6, 1964.

District of Lourenco Marques

Govambhai Fakirbhai, Ibrahimo Mussa, Moossa Mahomed, Dhirajlal Gokaldas, Govindji Mangi, Rama Valabh & Co.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel.: Trafalgar 8855, Ext. 3082).

SOUTHERN RHODESIA

Sales Tax Act, 1963

NOTICE HAS BEEN received of the introduction in Southern Rhodesia of a Sales Tax Act.

The Act provides for the imposition, assessment and collection of a tax on the sale or hire of goods, with effect from November 1 at the rate of one and two-thirds per centum of the sale value of the goods, and the tax is levied only on sales effected in Southern Rhodesia. Imported goods, whether for the use of the importer or for resale, are therefore not liable to attract the tax at the time of importation, but will become so liable upon resale.

Both the Act and subsequent regulations made under it exempt certain classes of goods from liability to the tax, and the details are available for inspection at the Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. Inquirers should quote reference CRE 8895/63.

FEDERATION OF RHODESIA AND NYASALAND

Rebate of duty for manufacturing purposes

FEDERAL GOVERNMENT NOTICE No. 371, published as a supplement to the Federation of Rhodesia and Nyasaland *Government Gazette* of December 6, amends the Third Schedule (Manufacturers' Rebates) to the Customs and Excise (Industrial Drawbacks and Rebates) Regulations, 1962, as follows:

In that part relating to the Clothing Manufacturing Industry, paragraph (e) in the item relating to piece-goods is repealed and the following paragraph, under the appropriate headings as indicated, is substituted therefor:

Goods	Tariff Item	Effective Rate			
		Duty A	Duty B	Duty C	Duty D
(e) Other, n.e.e.:					
(i) corduroy	78 (f) (i)	15%	15% or per sq. yd. £0 0s. 4½d. whichever duty shall be the greater.	15% or per sq. yd. £0 0s. 3½d. whichever duty shall be the greater.	Free Free
(ii) printed, as defined in Note (2) to Item 76, weighing less than 4 oz. per square yard, and of a free-on-board value of more than 24 pence per square yard	76 (f) (ii)	15%	15% or per sq. yard £0 0s. 4½d. whichever duty shall be the greater.	15% or per sq. yard £0 0s. 3½d. whichever duty shall be the greater.	Free Free
(iii) manufactured from coloured yarns, as defined in Note (3) to Item 76, weighing less than 4 oz. per square yard, and of a free-on-board value of more than 24 pence per square yard	76 (f) (iii)	15%	15% or per sq. yd. £0 0s. 4½d. whichever duty shall be the greater.	15% or per sq. yd. £0 0s. 3½d. whichever duty shall be the greater.	Free Free
(iv) other, in a drill, twill, sateen or satin weave, containing not less than 60 per cent by weight of man-made fibres other than rayon, weighing not less than 4 oz. per square yard and of a free-on-board value of not less than 7 shillings per square yard	76 (f) (iv)	15%	15%	15%	Free
(v) other:					
A. containing not less than 60 per cent by weight of man-made fibres, other than rayon, weighing not less than 4 oz. per square yard and of a free-on-board value of not less than 7 shillings per square yard	75 (f) (v)	15%	15%	15%	Free
B. other, weighing less than 4 oz. or more than 12 oz. per square yard and of a free-on-board value of more than 24 pence per square yard	76 (f) (v)	15%	15% or per sq. yd. £0 0s. 4½d. whichever duty shall be the greater.	15% or per sq. yd. £0 0s. 3½d. whichever duty shall be the greater.	Free Free
C. knitted, containing more than 50 per cent of man-made fibres other than rayon, weighing less than 4 oz. per square yard	76 (f) (v)	10%	10%	10%	Free
D. woven wholly from continuous filament yarn, weighing less than 3 oz. per square yard, for the manufacture of ladies' underwear	76 (f) (v)	15%	15% or per sq. yd. £0 0s. 4½d. whichever duty shall be the greater.	15% or per sq. yd. £0 0s. 3½d. whichever duty shall be the greater.	Free Free

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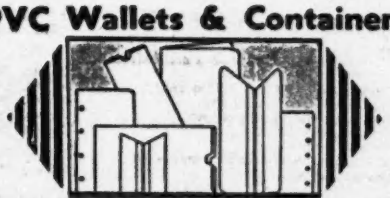

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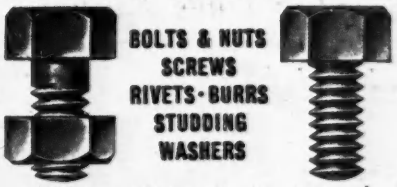

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FRANCE: British engineering products have achieved very substantial sales by using the resources of a French company able to offer complete commercial and managerial services and now willing to accept a limited number of additional representations. Write Box No. M.9787, *Board of Trade Journal*, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

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ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 31 Villiers Street, Strand, W.C.2. Tel.: Trafalgar 5213.

At the suggestion of the Board of Trade Office for Wales Export Officer, Avana Associated Bakeries Ltd., of Cardiff, sent samples of their fruit cake to the 5th Annual Pacific Fine Foods Fair held in Los Angeles in July 1963. A first order of some 40 tons of cake for Los Angeles is being loaded at the docks at Birkenhead.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays. Tel. City 5757, Ext. 368, or Telex No. 25977.

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal (dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Trafalgar 8855, Ext. 2128) who compile the half-yearly index to the Journal.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	4 Oct. 1963
Business names registered (A)	1 Feb. 1963
Capital expenditure:	
By industry – provisional (Q)	13 Dec. 1963
– final (Q)	11 Oct. 1963
Expected capital expenditure (6-M)	16 Aug. 1963
Distributive and service trades (A)	14 Dec. 1962
Cars and commercial vehicles (M)	29 Nov. 1963
Catering trades turnover (M)	13 Dec. 1963
Chemical industries production (6-M)	1 Nov. 1963
Companies:	
Income and finance (Q)	1 Nov. 1963
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Film industry:	
British film fund agency returns (M)	22 Nov. 1963
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Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	8 Nov. 1963
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	25 Oct. 1963
Foreign trade of the U.K.:	
Trade by air (6-M)	15 Nov. 1963
Unit value and volume index nos. (M)	13 Dec. 1963
Value of overseas trade (M)	29 Nov. 1963
Gold and dollar reserves (M)	13 Dec. 1963
Hire purchase:	
Assets and liabilities of HP companies (Q)	29 Nov. 1963
Business (M)	6 Dec. 1963
Industrial building:	
Provisional figures (Q)	18 Oct. 1963
Industrial production:	
Census, first results (A)	14 Dec. 1962
Index nos. (M)	29 Nov. 1963
N. Ireland index (M)	29 Nov. 1963
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	This week
Investments and earnings overseas (A)	15 Nov. 1963
Passenger movement to and from U.K. (Q)	27 Sept. 1963
Pensions funds:	
Assets (A)	26 July 1963
Transactions (Q)	13 Dec. 1963
Retail prices index (M)	22 Nov. 1963
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	29 Nov. 1963
Shipping movement at U.K. ports (Q)	13 Dec. 1963
Stocks:	
Manufacturers and distributors (Q)	13 Dec. 1963
Retail (M)	This week
Textiles:	
Clothing and textile orders and deliveries (M)	13 Dec. 1963
Man-made fibres production (M)	6 Dec. 1963
Wholesale houses sales (M)	13 Dec. 1963
Wool and cotton output (M)	13 Dec. 1963
Tourist traffic (M)	29 Nov. 1963
Wholesale prices:	
Average prices of selected commodities (A)	15 Feb. 1963
Index nos. (M)	13 Dec. 1963

Board of Trade Departments, etc. Subject	*Last published*
British Commercial Representatives Overseas	11 Oct. 1963
Board of Trade Departments	3 Aug. 1963
Board of Trade Regional Organization	6 Dec. 1963
ECGD Local Offices	27 Sept. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	6 Dec. 1963
U.S. Consular Offices in the U.K.	21 July 1961

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, W.C.1, for the Board of Trade, Horse Guards Avenue, London, S.W.1. (*Address for telegrams and cables:* Boneblack, London.) Printed in England by Merritt & Hatcher Ltd., London (K109) S.O. Code No. 72-3483.

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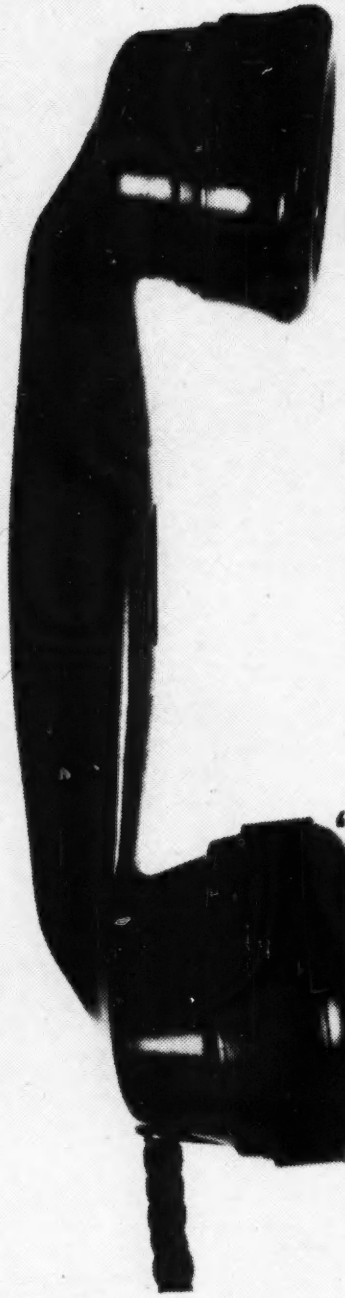

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